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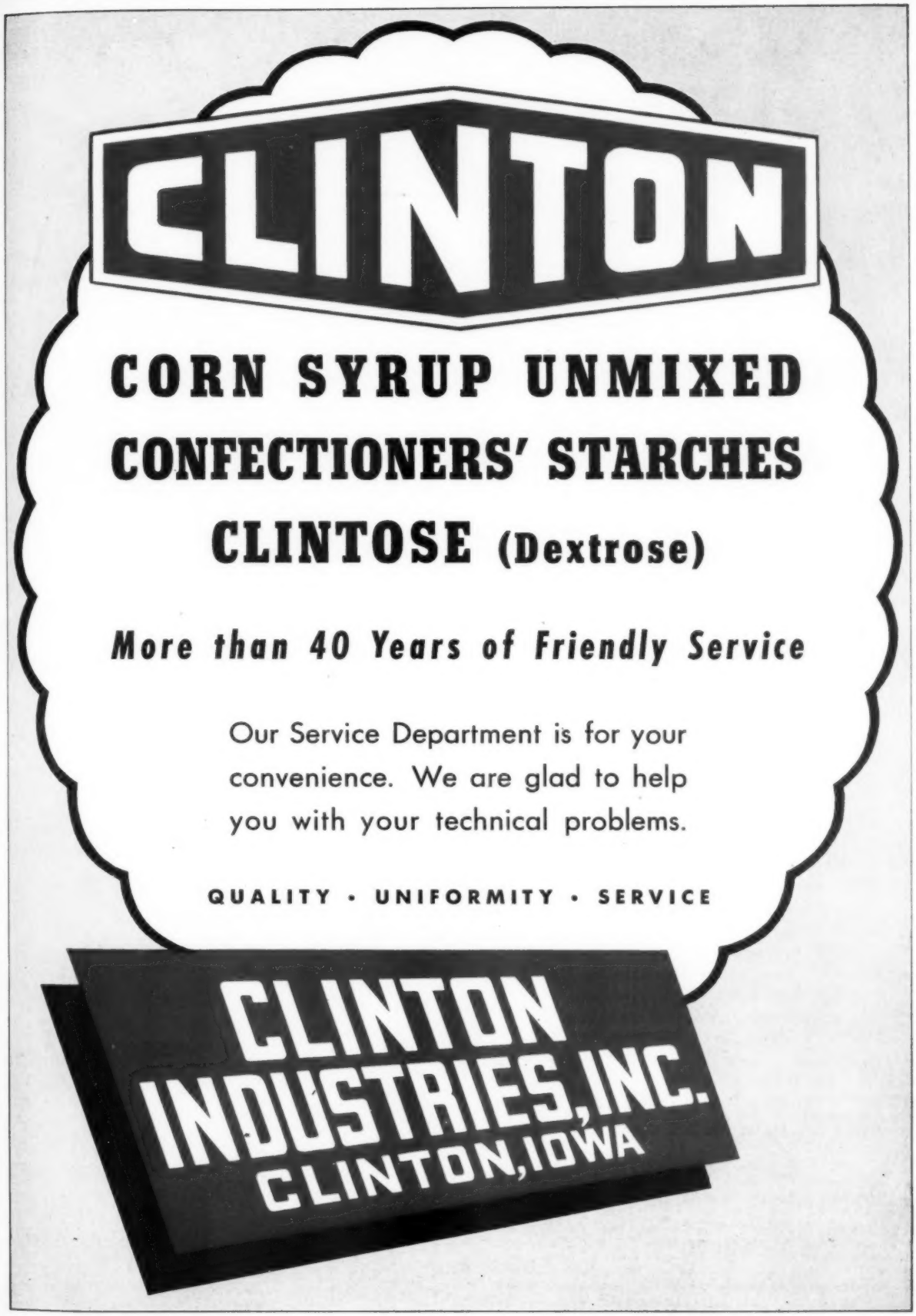


APRIL
1948

How to Use Peanut Butter in Candy Manufacture.
How to Manufacture Sales-Getting Hard Candies.
How Plant Sanitation Aids Confectionery Sales.
How to Prevent Damages to Shipping Containers.



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The Manufacturing Confectioner

APRIL, 1948

Vol. XXVIII No. 4

How to Use Peanut Butter in Confectionery.....By W. H. Childs 31

How to Make Sales-Getting Hard Candies.....By W. L. Richmond 33

Candy Equipment Preview Section 35

Plant Sanitation Aids Candy Sales.....By Joseph Samuelson 35

What's New in Candy Equipment 38

Candy Sales Gain 6% in January 48

Candy Clinic: $1 and Up Assorted Chocolates; Solid Chocolate Bars 51

West Coast Holds Candy Conference 55

Confectioner's Briefs 61

Supply Field News 63

How to Prevent Shipping Damages.....By W. B. Lincoln, Jr. 65

The Clearing House: Classified Advertising 76

Confectionately Yours 79

Advertisers' Index 79

Editorial: Candy Sales Picture Changing 80

COVER: Confectionery industry leaders and speakers at a luncheon during the Western Candy Industries Conference in San Francisco, left to right: R. C. Carpenter, J. C. Haley, Alfred Beaudry, Theo. White, George Bahrs, Kenneth L. White, C. A. Carrington, Horace Guittard, Dr. W. D. McClay, Philip Gott, and George Thompson, Jr.

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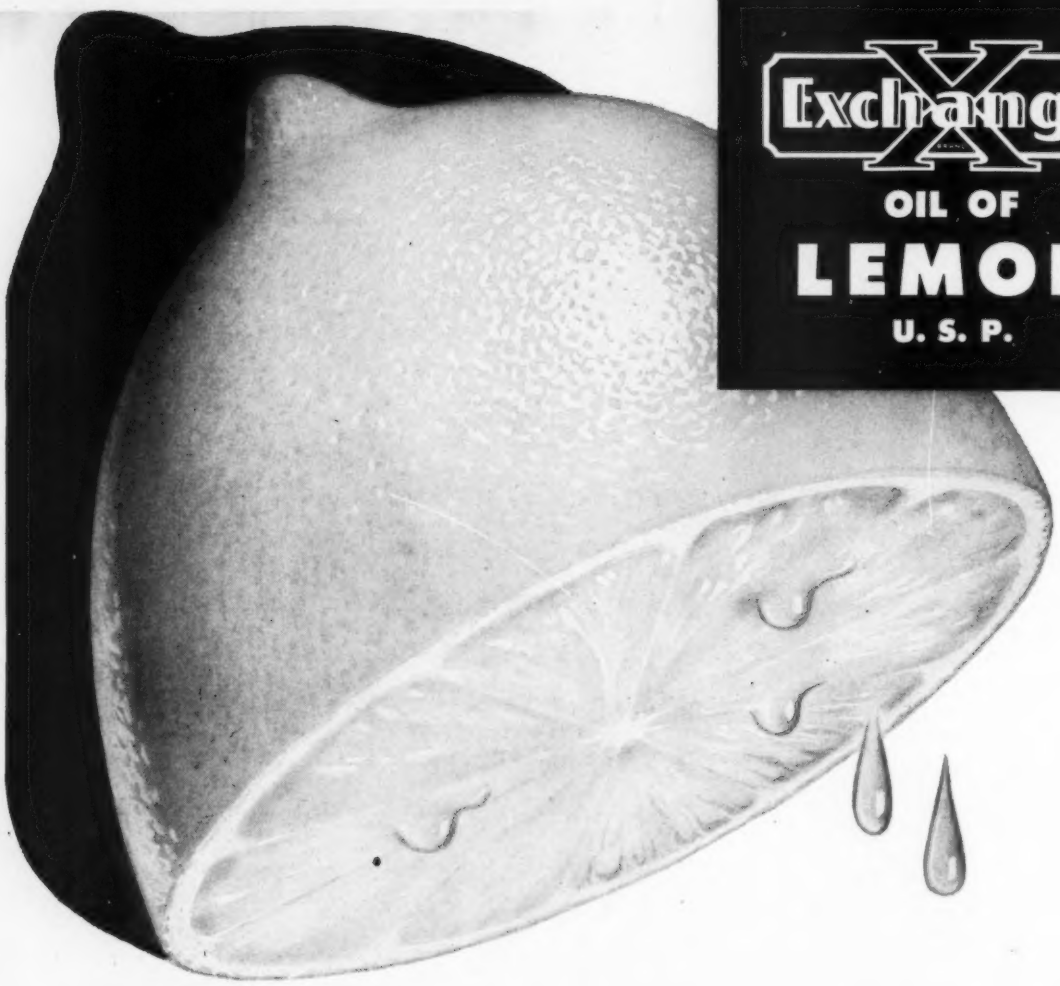
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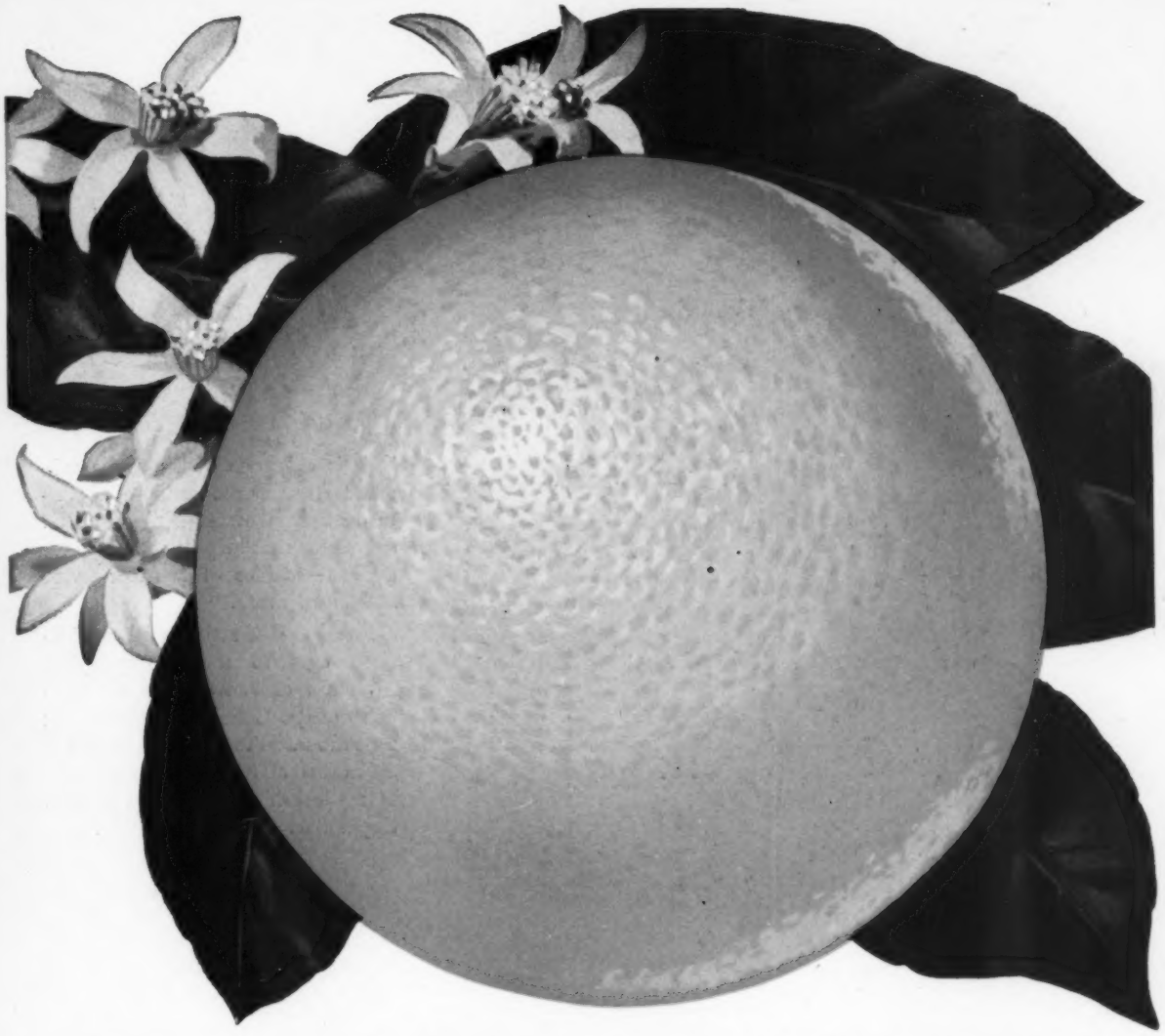
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By

STROUD JORDAN, M.S., Ph.D.

and

KATHERYN E. LANGWILL, M.S., Ph.D.

$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industrdy as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

Moisture (Ch. 1)
Ash (Mineral Matter—Ch. 2)
Sugars (Ch. 3)
Starches (Ch. 4)
Proteins (Ch. 5)
Fats (Ch. 6)
Colloidal Materials (Ch. 7)
Nuts and Fruits (Ch. 8)
Acids (Ch. 9)
Incidental Materials (Ch. 10)
Reconstructed Formulas (Ch. 11)
Hard Candy (Ch. 12)
Sugar Cream (Fondant Ch. 13)
Fudge (Ch. 14)
Caramels and Toffees (Ch. 15)
Marshmallow (Hard & Soft Ch. 16)
Nougat (Ch. 17)
Gums and Jellies (Ch. 18)
Coated Candies (Ch. 19)
Appendix

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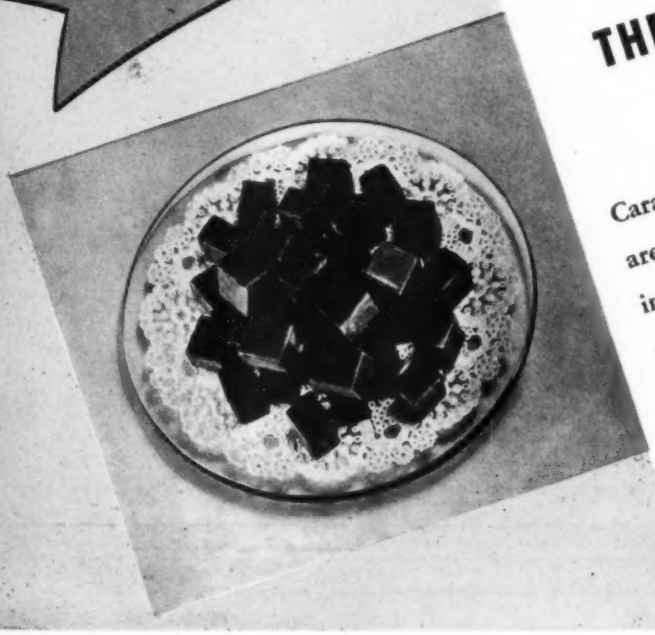
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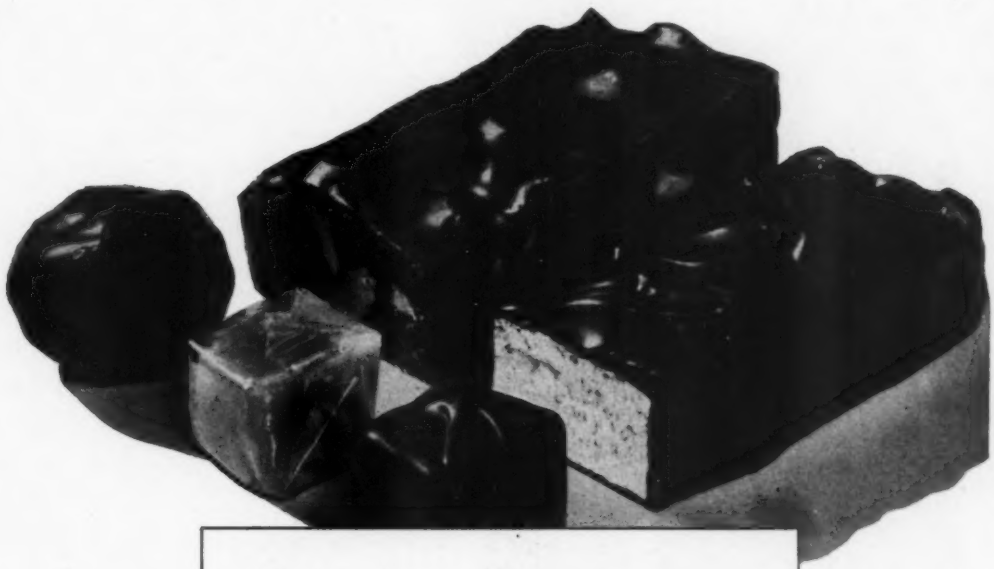
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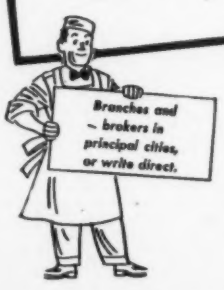
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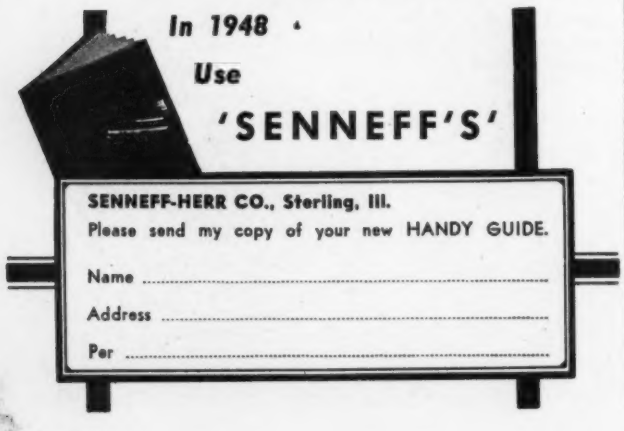


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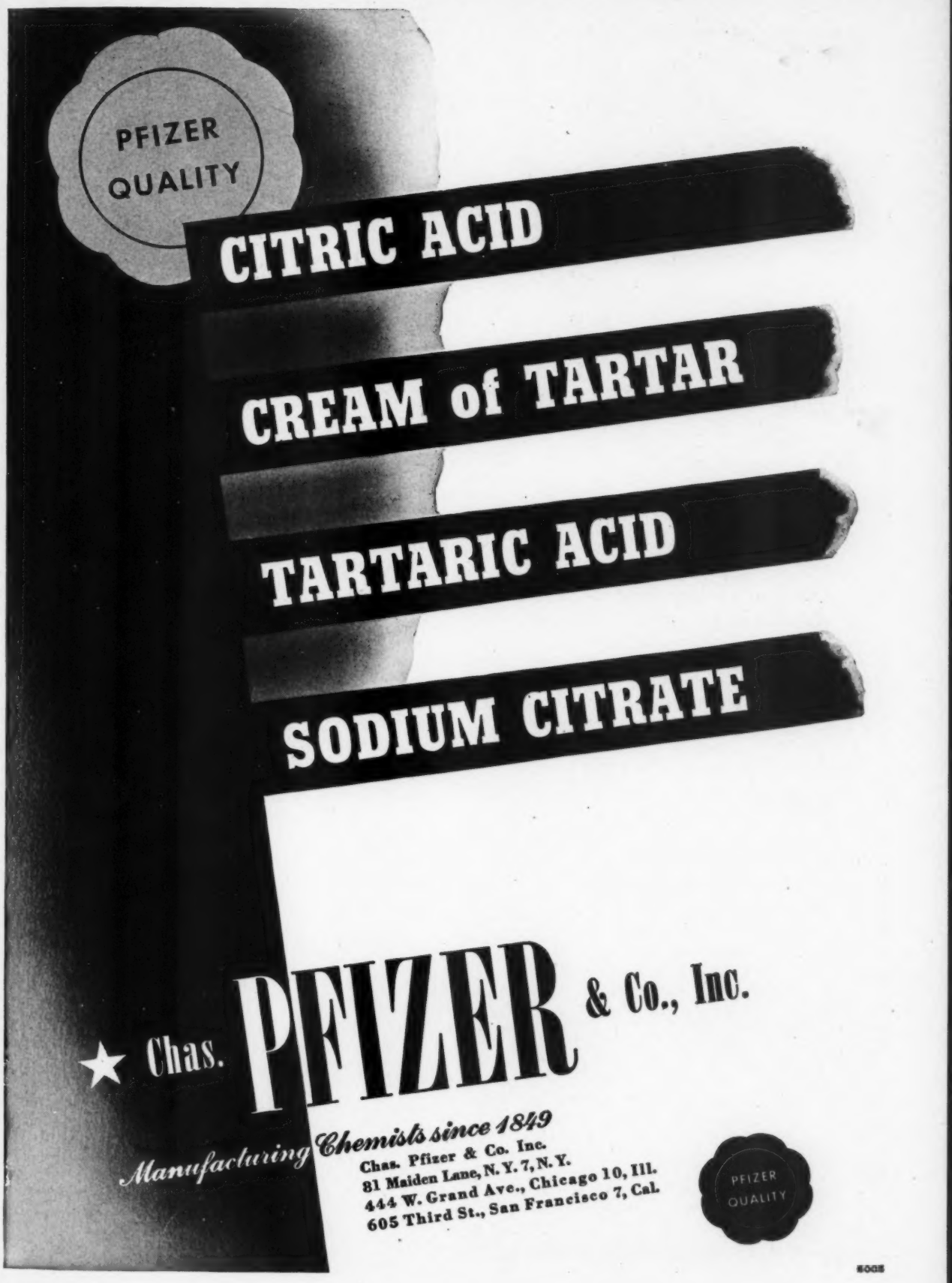
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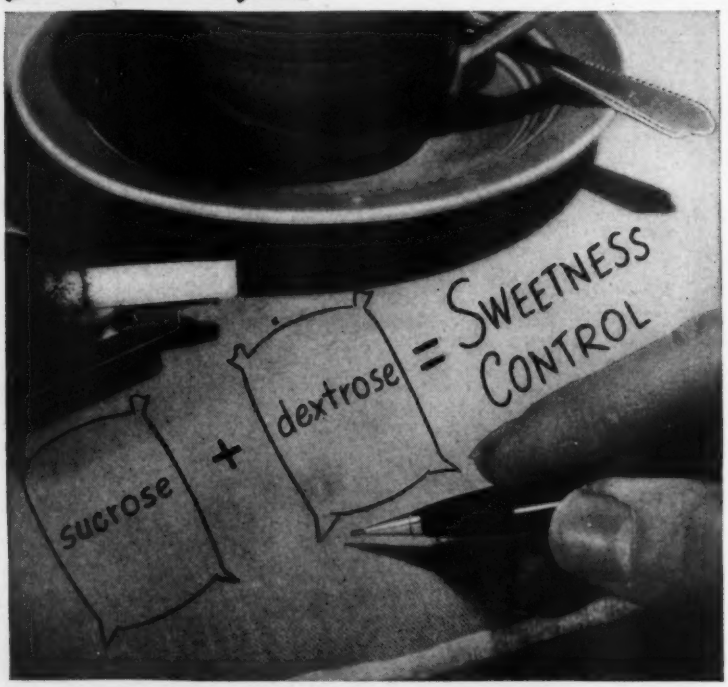
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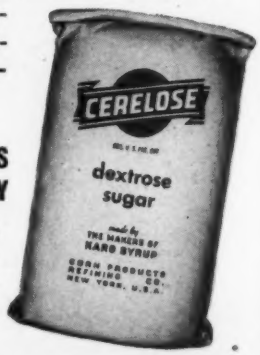
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APRIL, 1948

Vol. XXVIII No. 4

The Manufacturing Confectioner

Peanut Butter In Confectionery

by **W. H. CHILDS**

Armour and Company

ALTHOUGH USE OF peanut butter in confectionery is not new, there is need for a wider understanding of the properties of peanut butter and its application to candy making. Larger candy factories may produce peanut butter for their own use, but the smaller candy concerns purchase needed supplies. An idea of the manufacture of this commodity may enable the purchaser better to evaluate this "raw" material.

This discussion will consider peanut butter with regard to its manufacture, composition and properties, compatability with other flavors, advantages offered for candy making, and working formulas for making typical candies. Some means of standardizing the purchase of peanut butter for candy will be suggested.

Peanut butter was developed as a food for sanitarium use almost 60 years ago, in 1890[1]. In the early days of its manufacture, the roasted peanuts were ground through a meat grinder and sausage-stuffers were used for filling containers. For several years, peanut butter remained a table delicacy, and the growth of the industry really did not begin until about 1904. The industry has grown greatly until now, more peanuts reach the market in the form of peanut butter than in any other way. Peanut butter is very popular as a spread for bread and is important in the confectionery and baking fields. No small part of the increased production has been due to improvements made within the industry.

Generally, the manufacture of peanut butter embraces five steps as (A) selection and blending, (B) roasting, (C) cooling, (D) blanching, and (E) grinding.

Three separate varieties of peanuts are recognized; Virginia, Spanish, and Runners. Excellent peanut butter has been produced from each variety but the trade has believed that certain blends of these varieties make the best flavored peanut butter. The Virginias produce a "dry" butter and the Spanish an "oily" type. The Runners are "oilier" than the Virginias. Formulas given for blends vary as: 60 per cent Spanish with 40 per cent Virginias; 50 per cent Spanish with 50 per cent Virginias; and one-third Spanish with two-thirds Virginias. Runners are used in replacing the Virginias, in which case, the percentage of Spanish nuts is reduced.

Cooperative research sponsored by the Peanut Butter Manufacturers Ass'n. and the U. S. Dept. of Agriculture promises to result in conclusions showing the varieties and types of peanuts best adapted to making high quality, long-keeping peanut butter.

Federal grades for farmers' stock Spanish peanuts were first issued in 1924 and have been revised since. Official U.S. Standards for Shelled White Spanish peanuts were first issued in 1921 and have been extended and revised from time to time. Grades of shelled peanuts may be listed as[2]:

Runner	No. 1, No. 2.
Virginia	Extra large, Medium, No. 1, Split, No. 2.
White Spanish	No. 1, No. 2.

The United States Standards for peanut butter (September 1, 1942) specify Grade A or C: finish as fine, medium, or coarse; and color as light or heavy roast; together with type and size of container. These standards are optional, that is, the grade does not have to be declared.

Some manufacturers believe that only No. 1 peanuts should be ground into butter, while others think that No. 2 grades produce equally as good a product. It is axiomatic, however, that the quality of the product is only as good as its components. High quality raw materials and care in each manufacturing step are necessary in making a high quality product.

"Coffee, cacao beans, and peanuts are seeds low in flavor in the natural state. They develop their principal and distinctive flavors on roasting."[3] The chemical changes occuring during roasting are not well understood though some clues are suggested by Crocker[4] and Browne.[5] The Maillard reaction between reducing sugars and amino compounds is responsible for some changes in flavor and color.

The roasting of peanuts is by either the batch or continuous method, employing gas or electricity. Some manufacturers roast to a "light" color, while others roast to a "dark" color, depending upon their ideas of what the trade demands. Temperatures and time are the governing factors. Information available cites varied procedures: 20 minutes at 280 F., 45 minutes at 320 F., and newer roasts at lower temperatures and shorter periods of time (as low as seven to nine minutes). The tendency has been to reduce the variables and produce uniformly roasted nuts. All conceivable controls have been added to roasters to achieve this result. Formerly, the end-point of the roast was judged entirely by eye, matching the roast against a previous batch designated as "standard." With the equipment marketed now, secur-

ing uniformity of batches is far easier than in the early days.

If a blend of nuts is ultimately to be ground to butter, it is desirable that the blend not be roasted as such; each variety has characteristics requiring different treatment. Hence, the blending is done *after* the blanching operation.

Dry roasting only has been mentioned in the above. Nuts may be heated in oil, and Campbell[6] mentions a patented method of roasting in hydrogenated peanut oil.

Roasting is being studied at the State Engineering Experiment Station (Georgia School of Technology), and experimentation with dielectric heating shows promise. Results indicating a retention of over 61 per cent of thiamin through the use of electronic roasting as against 27.43 per cent by oven roasting. In electronic roasting, the heating is evenly distributed through the peanut, instead of being applied merely to the surface, as in the more conventional methods.

Cooling the heated, roasted nuts is advisable for two reasons: (1) to end the roasting at the proper point, and (2) to decrease the blanching loss. Hot peanuts are discharged from the roaster into perforated metal bins through which cool air is circulated.

The blanching, or more properly, split nut blanching, operation removes the skins and germs or "hearts." At this stage, stones and chaff are also removed separately by carefully adjusted air currents. A "picking" table may be included from which operators remove debris (shriveled nuts and foreign matter). The presence of skins in peanut butter is deemed unsightly. Both the skins and "hearts" are believed to promote rancidity if allowed to remain in the finished product. These are somewhat bitter or astringent to the taste. These by-products find their way to other uses, as animal feed or soap.

The grinding reduces the blanched split nuts to the desired paste consistency known as peanut butter. The blanched, blended peanuts are passed to either stone or steel mills. As the grinding operation evolves heat, and great care has previously been taken to roast the peanuts properly and cool them promptly, thereby ending the heat treatment, further heating is eliminated somewhat by cooling the grinders by water or brine. Grinding is governed by the trade requirements. Variations from fine to coarse and the so-called "Chunky" type may be produced, in which case, some of the ribs of the grinding metal disk may be removed to allow partially broken nuts to pass, or, of course, the larger pieces may be mixed in the finely ground butter. Salt may be added at the grinding stage by means of a "proportional" device. Some peanut butters contain added hydrogenated peanut oil, glycerin, sugar, honey, or many other products designed to modify either the flavor or properties of the product. Some peanut butter is homogenized to produce greater uniformity of product and retard oil separation.

A description of the manufacturing process would not be complete without mention being made of losses incurred. Process shrinkage varies greatly with the type of peanuts, the moisture content of the raw nuts, the length to which roasted, and the efficiency of the blancher. About 12 per cent is perhaps a fair average of the total loss or shrinkage. This is made up as follows: skins 4.75 per cent; "hearts" 2.75 per cent, and moisture 4.5 per cent.[7]

It may be advisable to consider that the addition of any substance to conceal damage or inferiority to make the article appear better or of greater value than it is would not be permissable under existing laws.[8]

From the above, we might be able to define peanut butter as being the ground product of roasted, blanched peanut kernels with the addition of salt.

The composition of peanut butter depends upon the many factors mentioned in the previous discussion of its manufacture. From the many reported analyses in the literature, the following data have been taken; the figures are in percentages.[9] [10]

Brand	A	B	C	D	E	F
Moisture	1.7	2.8	0.4	1.2	1.5	2.0
Ash	2.2	2.8	3.1	3.0	3.1	3.4
Protein	31.4	28.8	30.8	27.4	29.6	31.0
Fat	48.3	50.9	49.1	58.4	49.5	42.0
Fiber	2.0	2.3	0.9	1.4	2.0	3.1
Carbohydrates	14.4	12.4	11.3			
Ref. Index Oil at 20 C.			1.4722	1.4793		1.4733
Iodine No. (Wij's)			84.9	95.4		93.6

(Figures in last two lines refer to D, E, F.)

Ten commercial brands of peanut butter were analyzed by Wikoff,[11] who found variations in ash from 1.91 per cent to 3.18 per cent.

Sherman[12] gives the analysis of peanuts and peanut butter as:

	Protein	Fat	Carbohydrates
Peanuts	26.9%	44.2%	23.6%
Peanut Butter	26.1	47.8	21.0

Vitamin and mineral content of roasted peanuts and peanut butter as listed by Sherman follows:

Vitamin C	—	Calcium	0.08 %
Thiamin	300 to 600 mcg	Magnesium	0.167
Riboflavin	100 to 350 mcg	Potassium	0.614
Vitamin A	360 I.U.	Sodium	0.039
		Phosphorous	0.392
		Chlorine	0.041
		Iron	0.0019
		Sulfur	0.226

Peanuts have nutritive value similar to that of the other legumes, but in addition contain Vitamin A, have a much higher energy value, and the protein is of high biologic value. Peanuts are one of the few foods classified as rich in thiamin. The vitamin content of peanuts is reported in the *Handbook of Nutrition*[13] (figures are mcg per 100 grams):

Thiamin	0.800
Riboflavin	0.300
Nicotinic Acid (Niacin)	13.000
Pantothenic Acid	3.400

The food value of peanut butter per pound has been reported:[14]

Food Energy	2810 calories	Calcium	336 mgm
Protein	118 grams	Phosphorous	1783 mgm
Fat	217 grams	Iron	8.6 mgm
Carbohydrates	95 grams		
Thiamin	1045 mcg.		
Riboflavin	1815 mcg.		
Niacin	84.4 mcg.		

Data reported by Booher,[15] et al., shows the loss of thiamin by the roasting processes. Raw Spanish peanuts containing 1,300 mcg of thiamin after being cooked in coconut oil 12 to 14 minutes at 177 C. had a thiamin content of 375 mcg. Raw peanuts, 60 per cent No. 1 Virginias with 40 per cent No. 1 Spanish, tested 1360 mcg of thiamin and after dry roasting for nine minutes at 249 C., ground into butter and salted, tested 270 mcg thiamin.

From a report of a State Laboratory,[16] concerning 40 samples of peanut butter representing 31 brands man-

(*Please turn to page* 57)

How to Make Sales-Getting HARD CANDIES

by **WALTER L. RICHMOND**

Plant Superintendent, D. Goldenberg, Inc., Philadelphia

THE CHEMISTRY OF HARD CANDY covers such a wide field that the candy chemist is the one to explain its chemical structure. To obtain satisfactory results, however, certain fundamental facts about hard candy should be known.

Hard candies are of two distinct types; i.e., open fire cooked and vacuum cooked. Each type has its own characteristics and each its own advantages and disadvantages.



THIS HIGHLY INFORMATIVE *article on hard candies is another of a series on candy manufacture and candy problems prepared exclusively for* THE MANUFACTURING CONFECTIONER *by Walter L. Richmond (left) who is plant superintendent for D. Goldenberg, Inc., Philadelphia. The complete series will later be published in book form by* THE MANUFACTURING CONFECTIONER *as a complete, authoritative, and convenient reference volume covering all phases of candy manufacture. The accompanying formulae—also by Mr. Richmond—are time-tested by years of experience in candy manufacturing.*

In the open fire cooked hard candy, we have two principal divisions: *straight sugar candy* that develops a grain, such as pure sugar stick, mint puffs, etc., and a *combination* of *sugar* and *corn syrup* (or invert sugar) where the sugar has been inverted enough to prevent graining. In the latter class another division takes place and we have the high cooked satin finished candies and the lower cooked candies for Xmas mixtures, wrapped suckers, etc.

Some of the *advantages* of the fire cooked candies are a tender texture and crispiness that are seldom found in vacuum cooked candies. Their plasticity and ease of handling are superior to vacuum cooked candies. Where clearness or transparency are desired, the fire cooked candy has a distinct advantage over the vacuum cooked candy, which develops a cloudiness due to air bubbles that are formed by the pull of the vacuum.

Some of the *disadvantages* of the ungrained fire cooked hard candies are that they will not stand as much exposure to the air and become sticky. They must contain a larger percentage of sugar. They will not be as light in color as the lower cooked vacuum candies.

Pure sugar grained candy whether used for stick candy or other shaped pieces depends on the proper amount of inversion to allow

PURE SUGAR STICK CANDY

40 lbs. sugar
1¾ gal. water
2 level teaspoons cream of tartar

Cook to 320 degrees. Pour onto oiled cooling slab. Put aside enough of the batch to use for stripes and a clear candy jacket to cover the pulled batch. Color enough clear candy for stripes. When batch is cool enough to pull, mix in 1 lb. powdered sugar and 1 oz. glycerine. Pull very light. Form batch into shape and cover with a thin layer of clear candy jacket. *Put stripes on top of clear jacket covered batch.* Spin out and dust with a small amount of powdered sugar. Cut to desired length and place in stock trays. Place in drying room (temperature 100-105 degrees) overnight. Next morning, remove from drying room and pack as desired.

REMARKS: This formula can be varied to produce a sugar stick to suit requirements as to hardness. These sticks have a mellow creamy texture. The use of glycerine adds to the mellowness of the sticks. For sticks with a harder body, cook to 325-330 degrees, omit the glycerine and use 3 lbs. of powdered sugar instead of 1 lb. This formula can also be used for mint puffs that are cut on continuous cutters or kiss cutting machine. Increase size of batch to 60 lbs. Add 1 oz. powdered ammonia (ammonium carbonate) when batch shows white on pulling machine. The ammonia gives the batch added puffiness and lightness. Vary the amount of cream of tartar to meet local conditions. Sometimes these sticks are packed as soon as made and grain off after being packed. The writer prefers the method first mentioned where the grain is started in the drying room.

UNSATISFACTORY RESULTS: See section on this in accompanying article.

UNWRAPPED HARD CANDY

OPEN FIRE COOK

70 lbs. sugar
30 lbs. corn syrup
2½ gal. water

Cook to 320 degrees. Color and flavor to suit requirements. Add 4 to 8 oz. tartaric acid to each batch of fruit flavored candies.

REMARKS:

To insure a dry product, unwrapped fire cooked hard candies must be cooked to a high

temperature and contain a large percentage of sugar. Under favorable conditions as to dryness of climate the formula can be changed to contain 65% sugar insted of 70%.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

PULLED HARD CANDY—UNWRAPPED

OPEN FIRE COOK

75 lbs. sugar
15 lbs. corn syrup
3 gal. water

Cook to 325 degrees or use

70 lbs. sugar
20 lbs. corn syrup
2¾ gal. water

Cook to 315 degrees

REMARKS:

Either of these formulas can be used for pulled hard candy to go with companion piece of clear hard candy (formula above). These sticks are dry and have a good gloss.

WRAPPED HARD CANDY

OPEN FIRE COOK

50 lbs. sugar
50 lbs. corn syrup
1¾ gal. water

Cook to 300 degrees. Color and flavor to suit requirements. Add 4 to 8 oz. tartaric acid to fruit flavored batches.

REMARKS:

The formula for fire cooked wrapped candy usually contains 50% sugar. A better grade of wrapped hard candy can be produced by increasing the sugar to 55% and cooking to 310 degrees. For chocolate coated pulled molasses flavored hard candy add 1 or 2 pints of molasses at the finish of the cook and recook to 300 degrees.

UNSATISFACTORY RESULTS:

See section on this in accompanying article.

SATIN FINISH WINTER MIX

OPEN FIRE COOK

35 lbs. sugar
3 lbs. corn syrup
2 lbs. invert sugar
1½ gals. water

Cook to 325-330 degrees.

REMARKS:

Small pieces of hard candy to be packed in bottles, tins, or cans should contain a large percent-

(*Please turn to page 72*)

graining. This control of the inversion is governed by the amount of cream of tartar or invert sugar used. The inversion is caused by the action of the acids present in these "doctoring" agents.

Water in different localities shows various alkaline contents which act on the cream of tartar or invert sugar used. For this reason, the amount of cream of tartar called for in the batch will not act the same in every locality and must be varied to meet local conditions. In the Middle West (Kansas, etc.), a level teaspoon of cream of tartar was added to each 10 pounds of sugar used, and the candy "grained off" perfectly. When the same proportion of "doctor" was used in the Eastern states, the candy would not grain off. The "doctor" was cut in half and satisfactory results were obtained.

This same principle holds good when applied to ungrained candies and the amount of "doctor" to use must be varied to meet local conditions.

When making large batches of grained hard candy, the cream of tartar should be weighed off in ounces or fractions thereof.

To simplify matters, the amount of cream of tartar is given in level teaspoons. One level teaspoon equals 1/10th of 1 ounce.

Cooking temperatures vary according to the type of goods produced and this information will be included in each formula.

General Information

As hard candies depend on *colors* for eye appeal and *flavors* for taste appeal, careful consideration should be given to the coloring and striping and to the proper amounts of flavor to use.

Where production is great enough to allow it, an expert to do the striping for several spinners should be used. The same principle applies to the making of cut rock candy. Not every hard candy maker is an expert on striping but can spin a batch. If each candy maker does his own striping, full advantage has not been taken of the expert striper's ability.

Acidulate fruit flavored hard candies but not to the extent that the acidulant overshadows the flavor. The acidulant should be used to fortify and bring out the true fruit flavor—about one-half to three-fourths pounds per 100 pounds of candy.

Pulled candies have a more tender texture due to aeration obtained by pulling.

Some pulled goods such as pure sugar stick, peanut butter crisp, etc., need a very thin jacket of clear candy to facilitate the spinning process.

Air conditioned departments for packing are necessary in localities having humid weather conditions. Ideal temperature for this room is 75 *to* 80 degrees with a relative humidity of 45 per cent. The cooking kettles and cutting machines should be outside of this air conditioned room and the belts from the cutters running into it where the candies are cooled and packed.

The accompanying formulas include a variety of open fire cooked candies of various types. These include pure sugar sticks, etc., wrapped and unwrapped suckers, chocolate covered hard candies, butterscotch and butter crunches and chewing kisses. Formulas for each type vacuum cooker will be given in a following article.

A simple test, to get an idea of how dry a piece of candy will be after it has been made a few days, is to place a small piece of the candy on a piece of tin. Place the tin very close to flame or electric bars of batch warmer. When sample has melted and then allowed to cool, the speed with which it grains off will indicate the dryness of

(*Please turn to page 70*)

Candy Equipment PREVIEW

THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

Plant Sanitation Aids Candy Sales

by **JOSEPH SAMUELSON**
Oakite Products, Inc.

VOLUME SALES OF a line of tasty, nutritious chocolate and candy specialties begin with clean, sanitary processing units and plant facilities. In achieving high standards of plant sanitation and product purity, the longest way around is usually the easiest and most economical. A planned, scientific routine of cleaning, descaling, and sanitizing procedures is the best guarantee of the kind of product protection that is often the answer to spotty, unsteady sales. Because cleaning and sanitation methods will directly influence sales and profits, your selection and application of materials and procedures for this work should receive as much study and planning as the purchase and use of processing equipment or the hiring, training, and disposition of your personnel.

Maintaining Heat-Transfer Efficiency

Control of heat is vital in the candy-making process. Heat and water are used to bring ingredients into solution. When the solution is obtained, the excess water must be removed. Obviously, economical operation dictates that the equipment used to cook, mix, temper, cool, or heat the product must constantly be maintained at maximum heat transfer efficiency. Haphazard or badly designed cleaning procedures often result in the build-up of films or layers of syrup and grease that impede heat transfer. Power costs rise. In some cases, as during the enrobing process, impaired heat-transfer will destroy the shape of the product. Or, scale-coated steam-jacketed cooking units may cause a serious slow-down in output.

Frequent cleaning and descaling of vital processing units, then, will speed cooking time and improve cooling. At the end of each run or batch, cooking and mixing units should be cleaned, thus avoiding hardening or "cooking-on" of residual deposits. Scrubbing with steel wool or abrasive compounds can be minimized if these deposits are removed while they are relatively soft. Small utensils may be soaked in a solution of a specialized detergent. Large pots and cookers should be allowed to soak until light brushing and rinsing can complete the cleaning. Mixers are easily cleaned by filling them with cleaning solution and operating the units to take advantage of the mechanical action of the paddles.

Aluminum and its alloys should be cleaned immediately after equipment has been used. Do not clean with harsh alkalies. Specially designed detergents are recommended. They may be brushed, swabbed, or used to soak equipment.

Stainless steel, nickel, Monel metal, Inconel, Ni-Resist and other nickel alloys become seriously roughened when scrubbed repeatedly with steel wool, mits, metallic sponges, or harsh abrasive cleaning powders. Roughened areas not only make follow-up cleaning more difficult, but provide friendly lodging places for bacteria. Also, metallic partcles become imbedded in metal surfaces and serve as focal points of corrosion. These metals are safely and effectively cleaned with safe-to-metal detergents. Stainless steel may be safely polished with a material possessing mild abrasive and detergent properties.

Copper equipment represents an important percentage of the total capital facilities in the confectionery plant. Copper's high strength and maximum heat-transfer efficiency make is desirable for use in cooking, heating, mixing, tempering, and cooling. Careful, regular cleaning of such equipment can prolong its life and maintain its productivity efficiency. Copper cooking and mixing kettles, for example, should be cleaned immediately after use, so that sugar and syrup stains will have little time to cause deep discoloration. Avoid abrasives on copper because it roughens easily, then becomes much more difficult to clean. Washing with detergent solutions, plus light brushing, will ordinarily produce excellent results. For tough carbonized caramel deposits that adhere tenaciously, a special procedure is recommended.

Brightening Discolored Copper

Discolored copper may be brightened by soaking or wiping with an acidic solution contained in stone, glass, or earthenware.

Special attention should be given to the removal of caramel from copper cooking and mixing kettles because it is one of the most common and often most difficult maintenance-cleaning jobs in the industry. Experience in candy plants throughout the country dictates the following general recommendations. Individual plant variations may demand a slightly different procedure:

1.—Fill kettle with a specially designed alkaline solution. Concentration to be determined by depth and extent of deposits.



At Allegretti's

IT'S THE DUBIN FIRE MIXER

A perfect mix at uniform temperature of the correct degree is one reason why Original Allegretti's is noted for its smooth rich confections.

Such mix is best and most economically had when you use a Dubin Fire Mixer.

The furnace of a Dubin can be adjusted for the correct height. The jet burners have individual air controls that produce even blue flames.

The mixing arm is hydraulically raised and lowered by a handy push button, or swung free of the kettle, over a copper drip pan.

Less floor space is needed, as the Dubin Fire Mixer can be placed next to a wall. Cleaning is quicker and easier, too.

The Dubin Fire Mixer is streamlined—modernly designed—for today's candy manufacturing plant.

Write today for the Dubin Equipment Catalog



R. M. DUBIN CORPORATION

CONFECTIONERS' MACHINERY

2500 SOUTH SAN PEDRO STREET • LOS ANGELES 11, CALIFORNIA

2.—Bring solution to a boil for at least 10, not more than 30, minutes.
3.—Drain solution from kettle.
4.—Rinse kettle thoroughly with a high-pressure hot water rinse through hose.
5.—Fill kettle with a specially designed mildly acidic detergent solution.
6.—Heat solution to 160°F.
7.—With long-handled fibre brush, brush up and down the sides of the kettle.
8.—Rinse thoroughly, then neutralize with a recommended alkaline material.

The combined use of both specialized alkaline and acid detergents removes tough carbonized deposits after cooking, and leaves kettles clean and bright.

Sanitary Piping, Pumps, Fittings

Entrapped residues in piping bends or fittings are a haven for bacteria. Product off-flavors result, as bacteria are carried through the lines in batch after batch. For this reason, lines, pumps, and fittings through which liquid and semi-solid confectionery products travel must be carefully cleaned and maintained.

Where piping and associated equipment are not dismantled, easy, fast, and thorough cleaning may be obtained by pump-circulating a specially designed hot alkaline solution. Circulation for from 15 to 36 minutes is usually sufficient to return lines to clean condition. Follow cleaning with a clear running water rinse.

When valves, pump parts, and fittings are disassembled, together with units of piping, parts should be placed in tank or sink containing warm solution of an alkaline cleaner. After soaking parts, brush lightly and then rinse.

When a different product is to be run through the piping system, thoroughly clean out all lines as a first step.

For fast, effective germicidal treatment of lines after cleaning, use a hypochlorite solution containing a low pH value. Low alkalinity of chlorine solutions makes possible the instant release of available chlorine content, resulting in faster destruction of more bacteria. Use a germicide that is instantly soluble, free-draining, safe on metal or glass-lined surfaces.

Cleaning and Descaling Cooling Systems

When slime, algae, or scale deposits form in the cooling tower, in lines, cookers, or heat exchangers of the candy-plant cooling system, one or more of the following troubles may result: loss in production time, increase in rejects, high pump pressures, excessive power costs. Because an adequate supply of cooling waters, at proper temperatures, is needed at all times, cleaning and descaling of this equipment should be frequent and thorough. The following procedure is suggested:

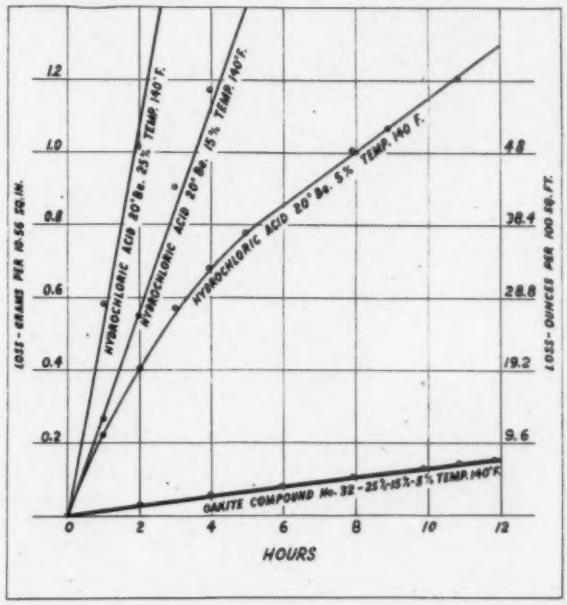
Descaling Heat Exchangers: Disconnect the heat exchangers from the remainder of the cooling system. Circulate a solution of an inhibited acid descalant through exchanger tubes. After draining the descaling solution, rinse tubes thoroughly and neutralize with a recommended alkaline solution. Final rinse completes the operation. It is important to select an acidic compound which will thoroughly dissolve scale deposits wtihout attacking the clean metal beneath the scale formation.

Cleaning Tower and Lines: With the heat exchangers still blocked out of the cooling system, first clean out all slime and algae in the tower. Fill the tower with a specially designed alkaline solution. Generate enough steam pressure to heat cookers and mixers. Pump the alkaline solution through the entire system. Operating the mixers will lend speed to cleaning action. After thorough circulation, muck out the slime and algae which have dropped to the bottom of the tower. Rinse the system completely until rinse water runs clear.

Thorough cleaning and descaling treatment of this kind will keep return pipes clear. Cooling water will smell sweetly. If slab tables and steam-jacketed equipment are part of the cooling system, make sure that heat is applied to them during the circulating procedure. Many plants make up the cleaning solution in a central tank in the basement. From here it is pumped upstairs through the tower and associated units.

There is no need to invite danger by allowing scale to accumulate in steam-jacketed cooking kettles, depositors, mixers, slab tables, and similar units—particularly since descaling can be easy and economical with modern, inhibited acid-type descalants available. Such compounds work quickly and soften scale without harming areas of clean metal beneath the scale.

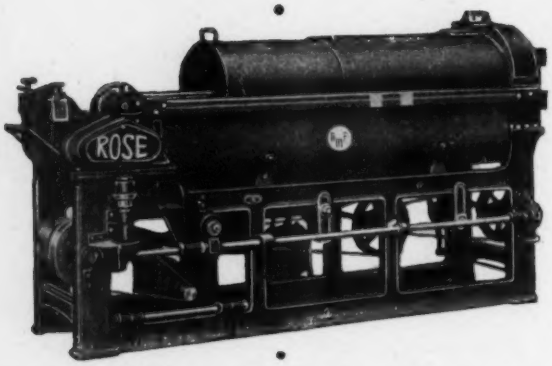
The practically negligible loss of metal when using a specially designed, inhibited acidic-type compound for equipment descaling is shown in the chart below. This chart is used through the courtesy of Oakite Products, Inc., of New York.



There are many other spots in the average confectionery plant where specialized cleaning and sanitation materials and methods can help preserve purity and taste values of candy products. The modern confectionery plant should be a showplace, from front office to rear garage door, sparkling clean and sanitary all the way through. To maintain the plant and its equipment in this bright, shining condition throughout the year takes intelligent planning, lots of elbow grease, and some expenditure of money. It also requires direction and assistance from men who are specialists in sanitation problems as applied to the food processing industries. Such specialists include a growing number of competent free-lance consultants, government inspectors, as well as the service representatives of experienced national organizations which provide cleaning and sanitizing materials for the food industry. With mounting costs pressing on profit margins, these service representatives can help confectioners plan and execute thorough sanitation programs at minimum costs.

ROSE

HORIZONTAL
AUTOMATIC
BATCH
ROLLER



The Rose Automatic Batch Roller performs the work of an experienced spinner. The gentle action of the conical shaped rollers, revolving intermittently, spins the toffee or caramel batch into a rope form prior to its entry into wrapping machine. Used with Rose F.W.T., Eagle, R.A.F., Triumph and other Rose Machines.

USED BY THE COUNTRY'S LEADING CONFECTIONERS

Write the Rose Machinery Division for new circulars on this and other Rose Candy Machines

AMF AMERICAN MACHINE & FOUNDRY CO.
485 FIFTH AVENUE NEW YORK 17, N.Y.

West Coast & Western Canadian Representative
H. C. RHODES BAKERY EQUIPMENT CO.
311 N.E. 11th Ave., Portland 14, Oregon

Eastern Canadian Representative
PENDRITH MACHINERY COMPANY, LTD
775 King Street W., Toronto 2, Ont.

What's New IN CANDY EQUIPMENT

The products described help keep you up-to-date on new candy equipment of all types. The items below are coded for your convenience. For any further information, write to The Manufacturing Confectioner, 400 W. Madison Street, Chicago 6, Ill. Use the coupon.

Roller Mill

Featuring push button pressure control, this three-roller mill has electric buttons to set desired pressure and to keep it constant throughout a run. Other buttons release pressure and cause back end to roll off for washup. All three rolls are identical in size to insure same pressure at every point, and thus is claimed to give a greater output. Circle *Code M4A48.*

A NEW stainless steel fabricating plant has been acquired by an Eastern equipment corporation to manufacture only these tanks (right). The standard line is produced in large quantities with tank capacity range of 30 to 500 gallons. Specially designed stainless steel tanks will be made to order by the company up to 5,000 gallon capacity. The tank design and method of construction have come about after exhaustive research and development in both laboratory and industrial tests. Circle Code M4X48.



Heavy-Duty Depositor

Vibrationless performance of this new type heavy-duty depositor is reported to prevent any disturbance in starch mold impressions. Depositor's accurate work is attributed to improved, heavier frames. Five speed vari-

Circle Code Numbers and Mail Coupon for Literature on Any Item Discussed in This Section.

M4A48	M4B48	M4C48	M4D48	M4E48
M4F48	M4G48	M4H48	M4J48	M4K48
M4L48	M4M48	M4N48	M4O48	M4P48
M4Q48	M4R48	M4S48	M4T48	M4U48
M4V48	M4W48	M4X48	M4Y48	M4Z48

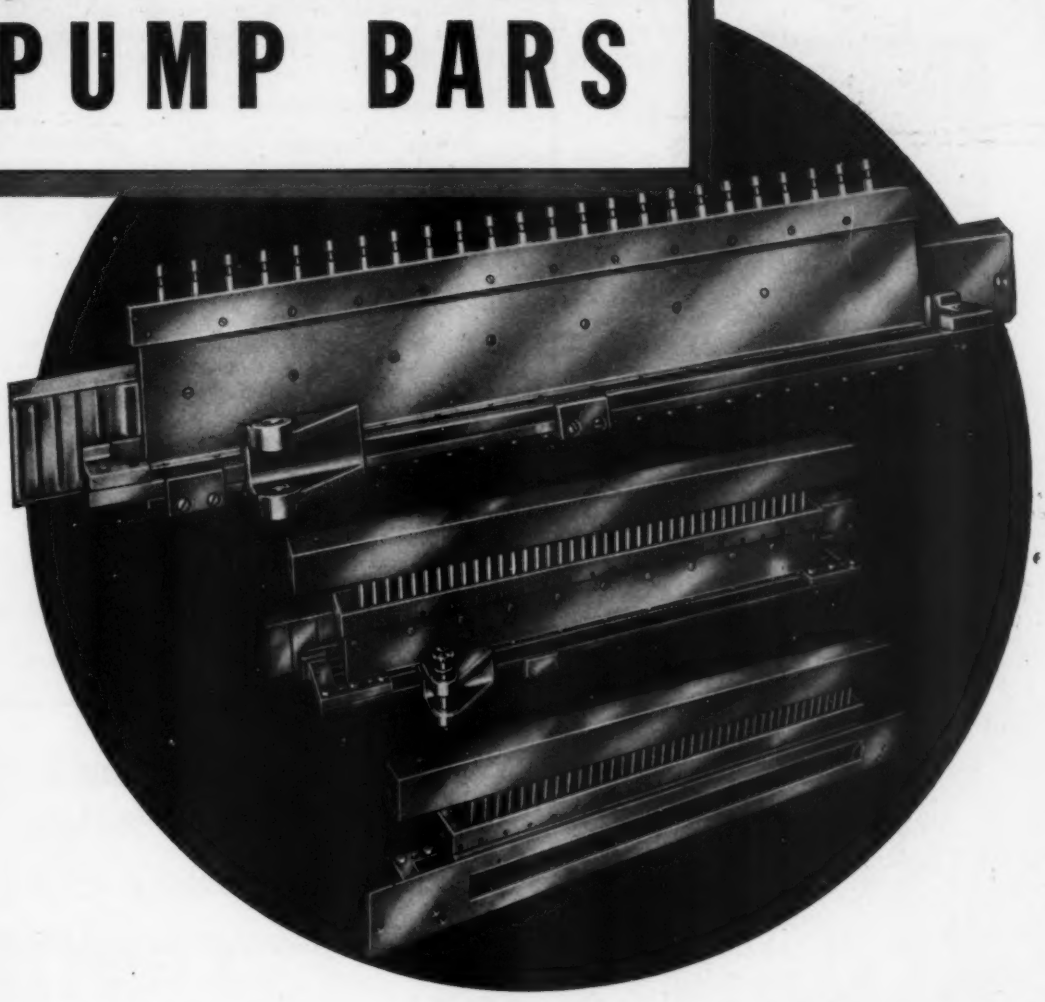
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Firm .....

Address .....

City ..... Zone..... State.....

New WATER-SEALED PUMP BARS



Without Grooves or Washers . . for More Accurate and Cleaner Depositing

These new Mill River Pump Bars, with no grooves, no washers, are more sanitary, easier to clean and pump more accurately. Experience has taught us that PLAIN STAINLESS STEEL PISTONS without grooves are the ideal type.

SEPARATE INLET AND OUTLET VALVES, another very important feature, prevent clogging and assure accurate weights by permitting the free flow of material DIRECTLY into the pumps, doing away with former circuitous channeled routes.

These Bars are made of highest quality bronze with valve slides and pistons of stainless steel. Available in all sizes—Single, Double, Triple, Quadruple—for Mogul Depositors, Separate Depositors, and Special Bars for chocolate work. Prompt Delivery.

Write for literature on these Pump Bars and the New BAUSMAN DEPOSITORS and STAINLESS STEEL HOPPERS.

MILL RIVER TOOL CO.

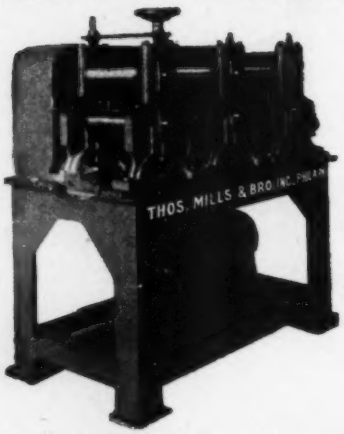
A. L. BAUSMAN • ERNEST J. KEEFE

338 Worthington St., Springfield, Mass.

Chicago Representative Savage Brothers Co.
2638 Gladys Ave. Chicago 12, Illinois

MILLS

Mint Puff Machine



This is the very latest in design and improvements in a machine for making "Mints," "Mint Puffs," "Mellow Mints," etc. It has 3 sets of rollers; sizing (adjustable), groving and cutting. Capacity 8 to 10 thousand lbs. per day dependent on size of piece. Can be made with Water cooled rolls. We also build a 5000 lb. a day model.

Write Dept. AH

THOS. MILLS & BROS., INC.

1301-15 NO. 8TH ST., PHILADELPHIA 22, PA.

ations provide improved tray travel adjustments. Circle *Code M4E48.*

Factory Paint

New white paint is declared by its manufacturer to give improved lighting to factories which use it. A sight perfection color service is given through free literature by the paint company to factories requesting it. Circle *Code M4F48.*

Electronic Temperature Control

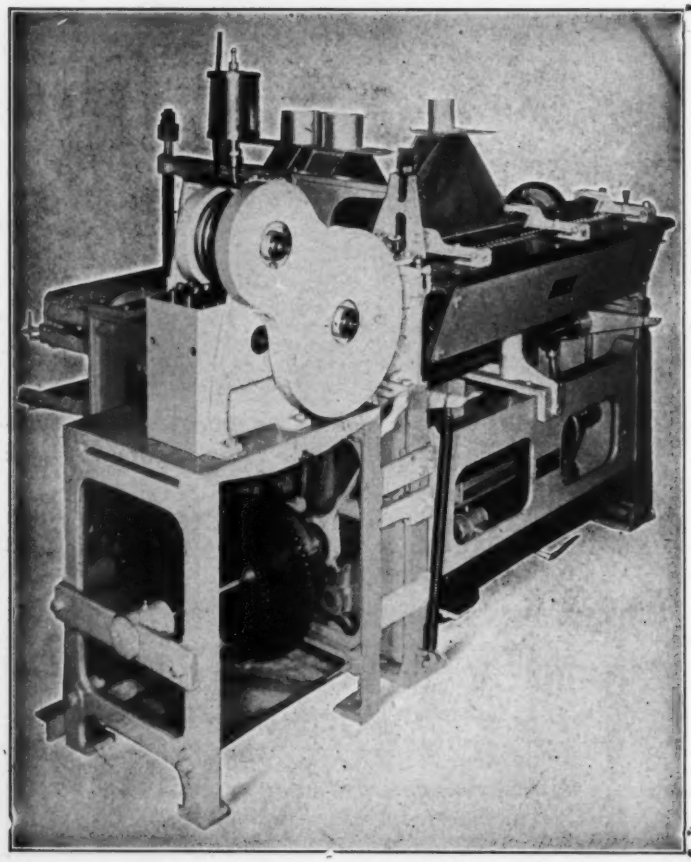
Precise temperature control is guaranteed by the makers of an electronic control device which may be used with all types of cooking and melting kettles, enrobers, temperers, etc. The scale may be read from 40 feet away, leaving operators free to use their time on more important supervisory work. Circle *Code M4G48.*

Mixing Machine

Interchangeable bowls allow for almost continuous production by making it possible to preload one bowl while mixing in another in this modern-type candy mixer. Manufacturer states that everything from a light marshmallow to a heavy nougat may be mixed in this machine, which comes in three different sizes. Circle *Code M4H48.*

Bactericidal Lamp

Five years of research are reported to have gone into the background for a new bactericidal lamp said to have a 6,000-hour rated life. It is instant starting and operates at three different levels of ultraviolet intensity. The lamp is estimated to cut the overall cost of ultraviolet



The Automatic Hard Candy Machine Model E

For producing all hard candies of spherical shape.

Balls

Kisses

Barrels

Eggs

Olives, etc.

One operator spins direct to machine. Capacities 3000 to 10,000 pounds. Our Model E incorporates all the developments of previous experience

There is no Substitute for Experience.

John Werner & Sons, Inc.

ROCHESTER 13, N. Y.

THERE'S A BURRELL BELT FOR EVERY PURPOSE

BURRELL Confectionery Belting is

1st

among candy manufacturers who demand only THE BEST IN BELTS!

34 YEARS of experience proves:

It is profitable to let Burrell Belting experience and the

11 BURRELL STARS HELP YOU!

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX WHITE Glazed Belting
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).
- ★ Packaging Table Belts (Treated and Untreated)
- ★ V-Belts (endless)

- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (patented)
- ★ Cold Table Belts (endless)
- ★ Caramel Cutter Belts
- ★ Feed Table Belts (endless)
- ★ Caramel Cutter Boards

Buy Performance!

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

Stehling's

New Chocolate Mixers

Now Offers **improved machines with 13,000 and 20,000 lb. capacities.**
10 H.P. Chocolate Coating Mixer
25 H.P. Paste Mixer

Speed--- it replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 or 20,000 lbs. capacity.

Performance--- it works out the coating—reduces the viscosity of the materials—stabilizes this viscosity with great speed—SPEED that saves time and cost.

Storage Capacity--- it provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

Mr. R. S. Hislop, 1517 Grange Ave., Racine, Wis.

CHAS. H. STEHLING CO.
1303 N. 4th St. Milwaukee 12, Wis.

protection almost in half and produces an almost uniform level of radiation throughout its life. Circle *Code M4M48*.

Temperer

This temperer is stated one of the newest developments in processing equipment, designed to grind, disperse, blend, and homogenize solids in a liquid medium under temperature control. Grinding, dispersion, and homogenization of food products are said to be accomplished continuously through a completely closed circuit. Circle *Code M4N48*.

Die Pop Machine

Weight and size of pops may be adjusted without changing dies in this new type die pop machine. High speed production is promised by its manufacturer in the complete process of feeding, sizing, cutting, forming, inserting sticks, and ejecting pops in one continuous operation. Circle *Code M4P48*.

Hand Power Centrifuge

This heavy-duty hand power centrifuge is designed to swing two or four 100 cc tubes with minimum effort. It has ball bearings throughout and a 24-1 gear ratio, permitting reduced crank speed. It is stated ideal for food tests and for general laboratory uses involving precipitation, sedimentation, or extractions. Circle *Code M4J48*.

Air Diffuser

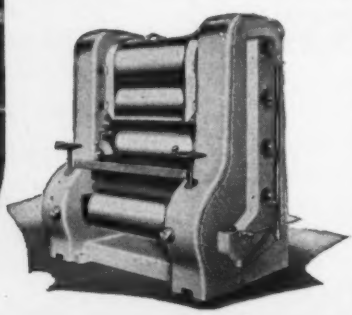
Any desired air flow pattern at the turn of a knob is now available in a new type air diffuser. It is said to be easily adjustable for heating, ventilating, or cooling through remote automatic or manual control. This air

Top Performance
ALWAYS GETS RESULTS



A cowhand who can break a bad acting "bronc" in his stride has to have the kind of **toughness** that can take stiff punishment . . . and keep on taking it.

Heavy chocolate refining schedules call for toughness too. LEHMANN MILLS have long been famous for their ability to take peak production loads without strain.



The finest of materials, engineering know-how and superior craftsmanship are responsible for the extra stamina inherent in these dependable machines. That's a good point to remember when planning future operations.

LEHMANN
THE STANDARD FOR QUALITY IN MACHINERY

J. M. LEHMANN COMPANY, Inc. MAIN OFFICE and FACTORY *Lyndhurst* NEW JERSEY

THE CANDY INDUSTRY'S FINEST EQUIPMENT

BUY

National

. . . for
economical operation
high production
prompt delivery

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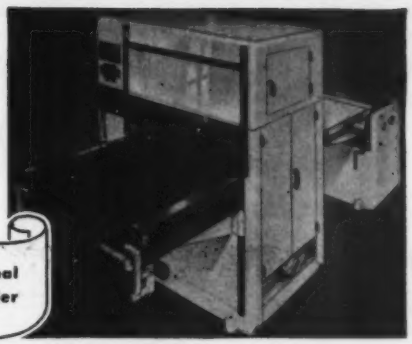
NOW . . . in Production and being Delivered!

NEW, IMPROVED NATIONAL STEEL

MOGUL

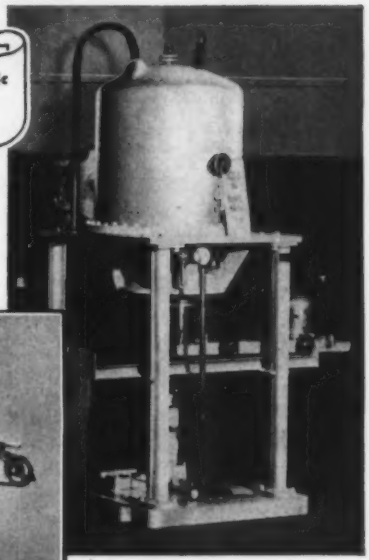
Proven, Dependable Performance

Order Today for Delivery in Time for Your Fall Production!



New National Enrober and Feeder

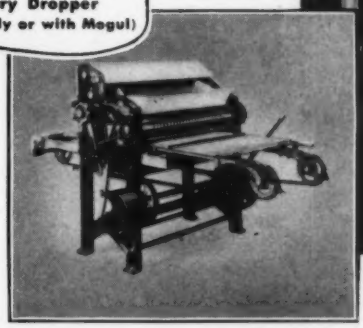
(24", 34", 42" and 48" Sizes with all attachments and High Speed Cooler)

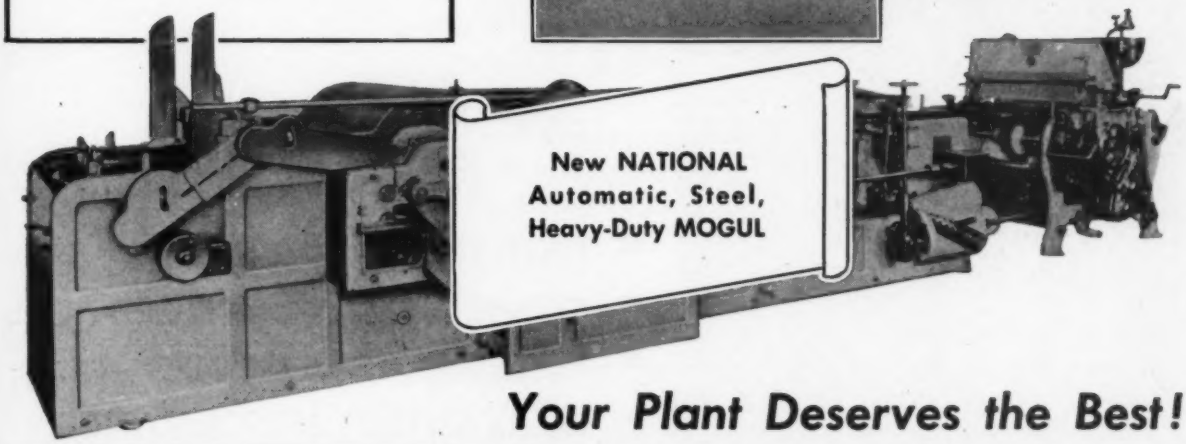


High Speed, Automatic Continuous Vacuum Cooker

(2500 lbs. of clear, high-gloss hard candy per hour)

National Automatic Cherry Dropper (Separately or with Mogul)





New NATIONAL Automatic, Steel, Heavy-Duty MOGUL

Your Plant Deserves the Best!

When you buy National equipment, you're buying the Best . . . the Best in experience . . . the Best in construction . . . the Best in production performance! And, with 1948 earmarked as Competition's Year — no plant is more deserving of the Best than Yours! Act Now!

Our engineers will be glad to discuss the 1948 planning and modernization of your plant.

NATIONAL EQUIPMENT CORPORATION

153-157 CROSBY STREET, NEW YORK 12, N. Y.

The ECONOMY "BELTURN"



Widths Available—12" to 48"

for conservation of space and efficient arrangement of Cooling Conveyors and Packing Tables.

The Economy "BELTURN" takes candy and other articles around a 90° or 180° turn, right-side-up without "bunching" or "crowding". Makes possible greater belt speed—longer packing tables.

Write, Wire or Phone for further details.

ECONOMY EQUIPMENT CO., INC.

Branch Office:
152 West 42nd Street
New York 18, N. Y.

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919 West 49th Place
Chicago 9, Illinois

diffuser is reported to function equally well mounted flush to the ceiling or on exposed duct work. Circle *Code M4K48.*

Cold Process Softener

Coditioning of process cooling water and boiler feed may be accomplished in one piece of equipment through a cold process softener which mixes, conducts floc formation, settling and thickening in a single reaction vessel. Complete literature is available on the softener and auxiliary accessories from the manufacturer. Circle *Code M4L48.*

Seating Analysis

An industrial seating catalog is now being distributed by a metal manufacturing company, presenting a complete analysis of seating for industrial use. Circle *Code M4B48.*

Rubber Candy Molds

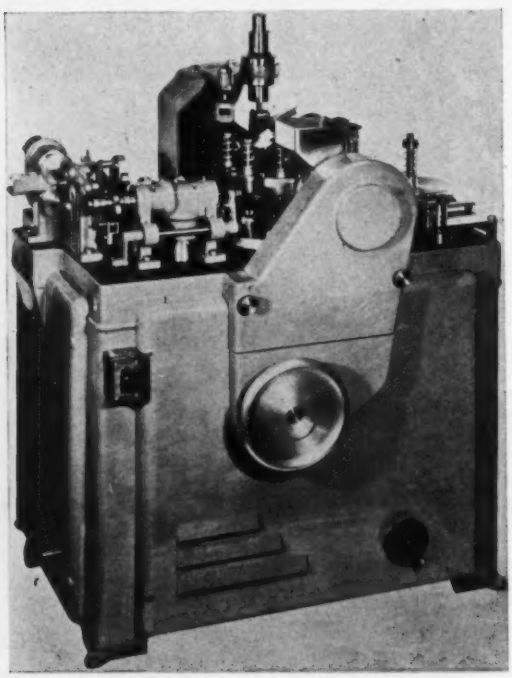
Made in all standard patterns or special molds made to order, manufacturer claims that these rubber molds are entirely free from dust, odorless, control moisture, and yield a better finished product. Circle *Code M4C48.*

Space-Saving Cooler

Perfect cooling is compressed into 18 feet of floor space in this candy cooler, which contains approximately 600 feet of cooling travel. Is said to give better resistance to fat bloom through better control over the cooling process. Circle *Code M4Q48.*

Electronic Registration Control

A new registration control for use with packaging machines using web-fed wrappers is said to be so highly color sensitive that correction in the positioning of the wrapping material is possible on such low color contrasts



LATINI

continuous

DIE POP MACHINE

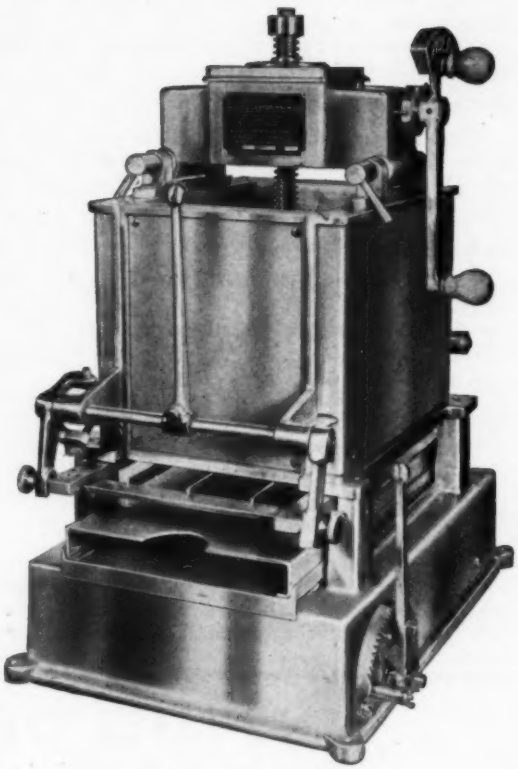
- HIGH SPEED PRODUCTION
- CONTROLLED WT. & SIZE OF POPS
- INTERCHANGEABLE DIES
- GUARANTEED PERFORMANCE
- ECONOMICAL OPERATION

EASTERN REPRESENTATIVE
JOHN SHEFFMAN—152 W. 42nd St., N.Y.C.

CHOCOLATE SPRAYING CO.

2027 W. Grand Ave. **CHICAGO 12, ILLINOIS**

48 Centers Every Five Seconds!



by the Friend Hand Roll Process!

LABORATORY MODEL

A model constructed of polished aluminum with bronze fittings on a cast aluminum base. Such a handsome machine that some retail store owners place the LAB in the store window to serve as a display.

Cream chamber capacity is 40 lbs. of fondant. Potential daily output is 600 pounds of centers. One operator and the LABORATORY will put out more centers than five or six hand rollers and do it more cleanly and economically. One operator and the LABORATORY will keep five dippers busy with its output. It will pay for itself in a matter of weeks with the savings it will cause.

← **Laboratory Model Illustrated**

The LABORATORY is equipped with enclosed heating elements with thermostatic control. No more guesswork involved in matching temperature of batch and temperature of machine. This means also no long wait for batch to cool down to room temperature—just cool the batch to proper consistency, then set thermostatic control to conform to batch temperature and deposit immediately. This temperature control also means that materials heretofore considered "tricky", i. e., nougat fluff, marzipan, can be deposited with perfect ease and assurance of perfect centers.

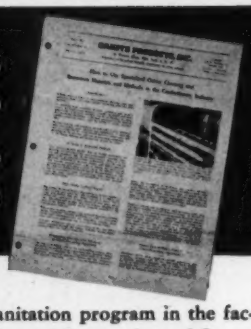
The LABORATORY is equipped with the Universal Cutter Frame. This means that only this one frame is needed to use all the dies available for this model. No additional expense in buying separate cutter frames for separate die plates. One cutter frame does the work of all, and at no cost since it is standard equipment with the new LABORATORY machines. Write for full details.

HARRY L. FRIEND COMPANY

52 India Street

Boston 10, Massachusetts

Get this
free folder
if you want to
cut cleaning costs!



An effective cleaning and sanitation program in the factory helps greatly in protecting product purity and flavor. This new folder offers valuable suggestions for keeping plant and equipment immaculate with Oakite cleaning:

Describes thorough removal of caramel from copper cooking kettles; safe descaling of cooling and water-circulating units; economical floor cleaning; fast steam cleaning of large equipment; easy sanitizing of conveyors.

For more profitable production . . . higher sanitation standards, send for FREE Oakite folder of Cleaning Facts!

OAKITE PRODUCTS, INC., 38C Thames St., NEW YORK 6, N. Y.
Technical Service Representatives in Principal Cities of U. S. & Canada

OAKITE MATERIALS METHODS SERVICE

Specialized Industrial Cleaning

as red or brown on yellow with marks as fine as .015 of an inch. The scanner is easy to install on any machine using a continuous web of wrapping material and operates on either a light increase or light decrease. Circle *Code M4Y48.*

Booklet on Stenciling

Free booklet is offered which discusses the advantages of stenciling for freight shipments and other purposes and which gives a list of stencil and stencil cutting equipment. Circle *Code M4Z48.*

Automatic Hard Candy Machine

With a capacity of 3,000 to 10,000 pounds, this automatic hard candy machine produces all hard candies of spherical shape: balls, kisses, barrels, eggs, olives, etc. Circle *Code M4R48.*

Industrial Cleaner

Specialized industrial cleaning is done by a new detergent which it is claimed, will easily remove cooked-on sugar or syrups without harming metalware. It is also made for use in disinfecting and deodorizing confectionery equipment. Circle *Code M4S48.*

Caramel Cutter

This all-ball bearing caramel cutter has a detachable cutting head which is easily removed. The cutters can be replaced by different space cuttings. Circle *Code M4O48.*

Plastic Center Machine

A bronze and aluminum plastic center machine, this equipment is reported to do the work of five or six hand rollers with a potential output of 600 pounds of centers

"ROLLERFLO"

THE MILL OF TOMORROW

★

Takes the Guess Out of Grinding

Gives Uniform Pressure, Uniform Product Control



"ROLLERFLO"—Streamlined 3-Roll Mill
Push Button Hydraulic Pressure Controls.

★

- Streamlined, three-roller mill with push-button hydraulic pressure controls.
- Assures correct pressure
- Eliminates human element in setting mills.
- Makes available grinding chart for every formula for future use.
- Push the button and pre-determined pressure comes up, stops at amount indicated on gauge—to back off pressure, just push release button.
- Separate controls for front and back rolls—material is ground uniformly on ENTIRE length of rolls—no ends to throw back.

for complete information, write or wire:

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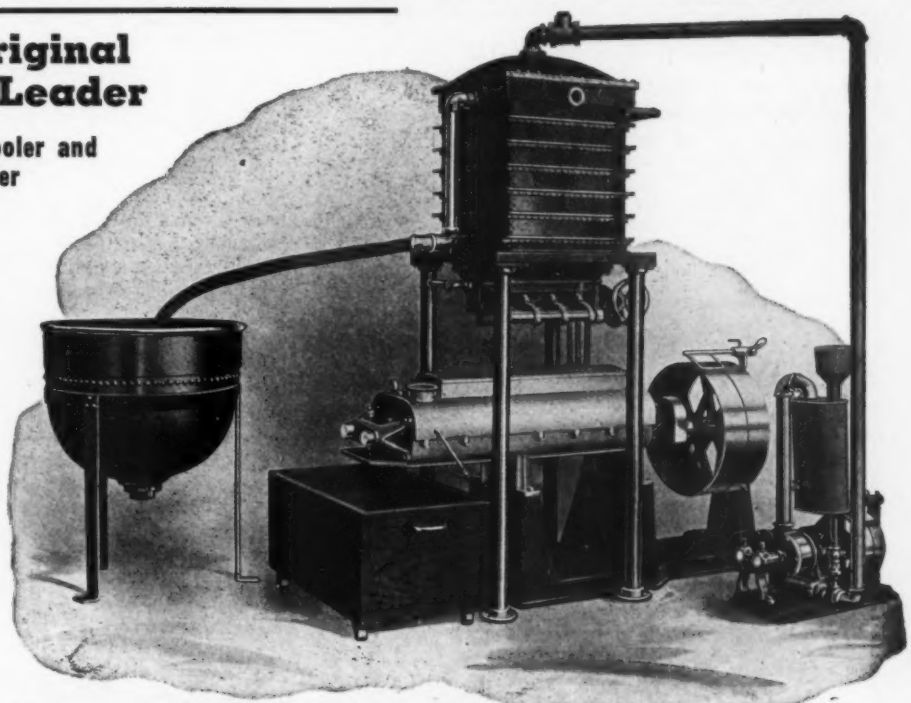
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Sales Up 6% in January

JANUARY SALES OF $65,420,000 for 279 reporting firms were six per cent above sales for January, 1947 and 16 per cent below those for December, 1947, reports J. C. Capt, Bureau of the Census. Sales of chocolate manufacturers and of manufacturer-wholesalers were up 11 and five per cent, respectively, over January a year ago, but manufacturer-retailers were off seven per cent. As compared with December, 1947, sales in January for manufacturer-retailers dropped 69 per cent, chocolate manufacturers dropped 15 per cent, and manufacturer-wholesalers dropped 12 per cent.

For 124 firms, January production totaled 120,642,000 pounds valued at $46,895,000. This compares with 128,322,000 pounds for January, 1947 valued at $43,523,000 and is a poundage decrease of six per cent and a dollar volume gain of eight per cent.

For 26 package goods firms, production was 9,158,000 pounds valued at $4,903,000. This was a five per cent gain in poundage and a 10 per cent gain in dollar volume over January, 1947. Average value was 53.5 cents per pound.

For 33 bar goods firms, production totaled 65,349,000 pounds valued at $26,979,000. This was a three per cent drop in poundage and an 18 per cent gain in dollar volume over January, 1947. Average per pound value was 41.3 cents.

For 30 bulk goods firms, production totaled 12,051,000 pounds valued at $3,839,000. This was a drop of 20 per cent in poundage from January, 1947, and a dollar volume gain of four per cent. Average per pound value was 31.9 cents.

For 21 general line firms, production totaled 28,933,000 pounds valued at $9,921,000— a drop of 13 per cent in both poundage and dollar volume from January, 1947. Average per pound value was 34.3 cents.

• **Confectionery Workers:** Average weekly earnings for December, 1947, of confectionery workers rose almost a dollar over the November, 1947, average according to figures recently released by the Bureau of Labor Statistics. Weekly pay averaged $43.20 in December compared to $42.24 for the previous month. Weekly hours worked increased from 40.8 to 41.6, and hourly wages increased from November's $1.036 to $1.037.



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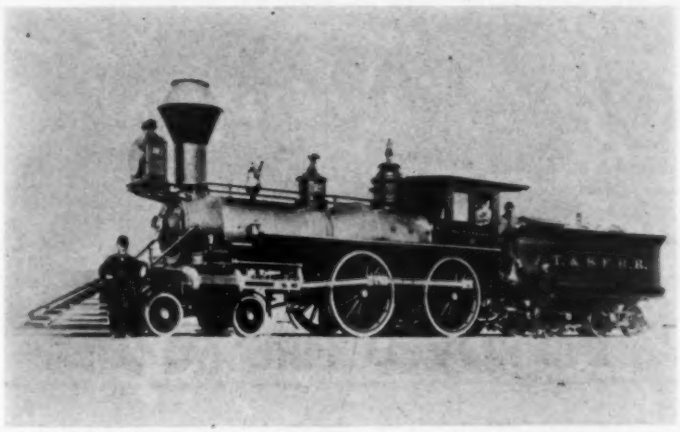
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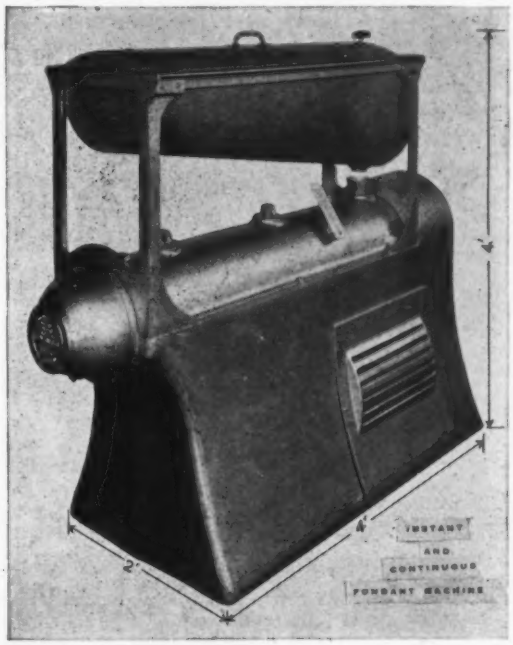
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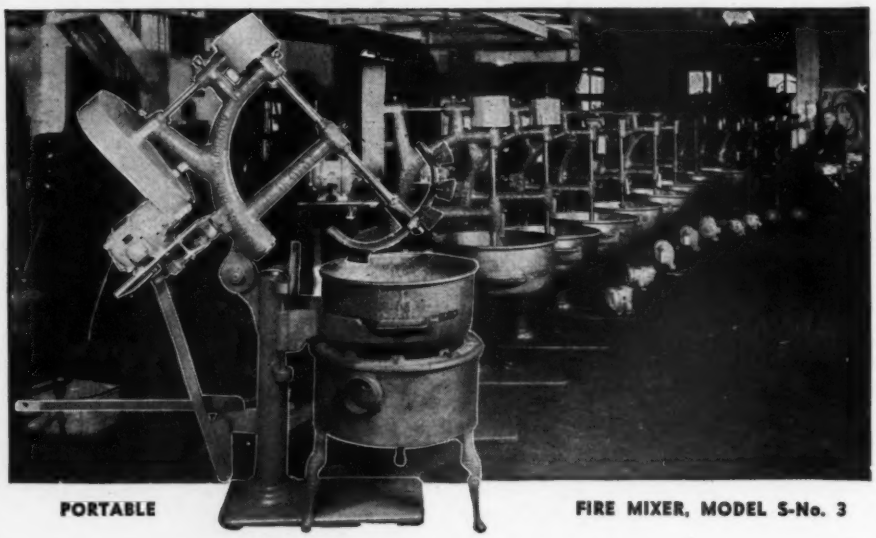
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THE MANUFACTURING CONFECTIONER'S

Candy Clinic





The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

$1 & Up Chocolates; Solid Chocolate Bars

Assorted Chocolates

ANALYSIS: One pound, $2, purchased in a Chicago railroad station gift shop. Box is double extension edge, one-layer type with white paper printed in pink, blue, lavender, and yellow. Appearance of box on opening is good. Contents include 28 dark coated pieces, 14 light coated, three foiled pieces, and one half dipped.

Dark and light coatings have good color, gloss, strings, and taste.

Of the dark coated centers, the following are good: hard candy blossom, butterscotch, nut crunch, vanilla caramel, nut paste, nut taffy, vanilla nut caramel, vanilla cream, vanilla fudge, nut nougat, and nut brittle. Nougat is fair. In the pistachio cream, the cream is too dry. Could not identify flavor in the light orange cream, nut cream, and pink cream. Favor in the cream and orange cream needs checking up. Chew is very tough.

Peppermint cream shell pieces are good. Almond paste is good.

Of the light coated centers, the following are good: cashew, vanilla cream and caramel, cordial cherry, nut crunch, and walnut. Chocolate paste is fair. Almonds and filbert clusters are not roasted enough. Almonds in pieces are not roasted enough. Fancy solid chocolate is good. Half dipped nut cluster and pecan and fudge are good. Foil wrapped chocolates, caramels, and nuts are good. Shell piece, nut taffy, and assortment are good.

REMARKS: The quality of some of the centers is not in the class of this priced candy. Suggest the cream centers be checked, as they need improvement. Most flavors are not up to standard. We have found a better grade of flavors in centers purchased from 80 cents to a dollar the pound. Very highly priced at $2 a pound. Box, also, is too large. *Code 4A48.*

Assorted Chocolates and Candies

ANALYSIS: One pound, $1.50, purchased in a Washington, D. C., department store. Appearance of package is good. Box is oblong, double extension edge, two-layer type of buff paper printed in red and blue and has good edges. Cellulose wrapper. Appearance on opening is good. Contents include 47 dark coated pieces, two light coated chocolate cups, six gold foiled pieces, two cellulose wrapped nougats, two burnt almonds, and two Jordan almonds. Colors, gloss, strings, and taste of coatings are good.

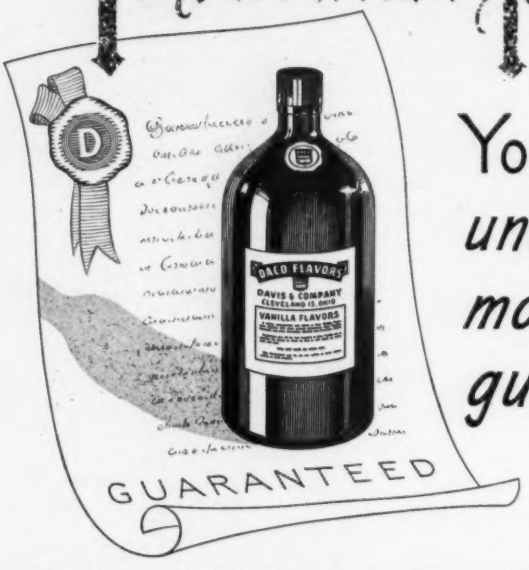
Of the centers the following are good: peanut butter hard candy sticks, jelly and marshmallow, coconut cream, coffee cream, caramel and jelly, pecans, vanilla cream, caramel and filbert, brazils, chocolate paste, small chips, nut nougat, solid choc-

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—One-Pound Boxes Assorted Chocolates up to $1.00.
APRIL—$1.00 and up Chocolates; Solid Chocolate Bars
MAY—Easter Candies and Packages; Moulded Goods
JUNE—Marshmallows; Fudge
JULY—Gums; Jellies; Undipped Bars
AUGUST—Summer Candies and Packages
SEPTEMBER—All Bar Goods; 5c Numbers
OCTOBER—Salted Nuts; 10c-15c-25c Packages
NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces
DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

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with each gallon of Daco Flavors you buy. This is your "insurance policy" from us. It is also your assurance that you get the best in flavors, at the lowest per unit price, at all times.

Here is also our promise that you get the same quality and strength in your flavors each and every time you buy. NOT just the first time—but *all the time*. The initial cost means little, it is what these flavors do to help sell your products and save you money that counts. Here is another case where it only pays to use the best because the best is the least expensive.

DACO FLAVORS ARE ALWAYS IN GOOD TASTE!

DACO Flavors — DAVIS & COMPANY CLEVELAND 13, OHIO

olate coffee wafer, solid chocolate leaf, pineapple, and light chocolate cups. Maple nut cream is fair. Lemon flavor appears rancid in lemon cream and caramel. Poor cream in pineapple and cream.

Foiled shell pieces, foiled chocolate caramels, Jordan almonds, burnt almonds, and wrapped nougat are good.

REMARKS: One of the best boxes of assorted chocolates the Clinic has examined this year. Neatly packed and well arranged. *Code 4C48.*

Assorted Chocolates

ANALYSIS: One pound, $1.25, purchased in a Washington, D. C., department store. Appearance of package is good. Box is double extension edge, two-layer type, of buff colored paper printed in green, brown, and pink. Imprint of an inn. Cellulose wrapper. Appearance on opening is good. Contents include 33 dark coated and 17 light coated pieces, two Jordan Almonds. Colors of coatings are good, strings and taste are fair. Gloss of light coated coatings is fair. All dark coated pieces had bloomed.

Of dark coated centers the following are good: nut nougat, vanilla coconut paste, peanut butter blossom, raisin and coconut. Orange cream, vanilla cream, vanilla nut cream, and mint cream are fair. Could not identify flavor in cream and jelly. Almonds are over roasted. Marshmallow is hard and tough.

Of light coated centers the following are good: pecans, coconut paste, nut nougat, raisin and coconut, vanilla pecan caramel chocolate nut paste, peanut butter blossom, Jordan almonds. Orange cream is fair. Could not identify flavor in jelly. Almonds are over roasted.

REMARKS: Assortment is good. Chocolates, however, are not up to the standard of $1.25 a pound choco-



lates. Suggest formulas for cream centers be checked up, as cream centers are poor. A number of pieces lacked flavors, and some could not be identified. Suggest a better grade of flavors for this priced candy. Tempering and dipping should be checked, as all dark pieces were found partly bloomed. *Code* 4*B*48.

Assorted Chocolates

ANALYSIS: One pound, $1.50, purchased in a Washington, D. C., department store. Appearance of package is good. Box is one-layer, double extension edge type with orange colored paper top, name in brown, and cellulose wrapper. Appearance on opening is fair (see remarks). Contents include 34 dark coated and six light coated pieces.

Colors and taste of coating are good. Strings are fair. Dark coated pieces were found nearly all bloomed. Of dark coated centers, the caramel and pecans, caramel and almonds, nut crunch, brazils, chew, and marshmallow are good. Orange colored cream lacks flavor. Of light coated centers chocolate nut paste is good.

REMARKS: Assortment is too small. Suggest cream centers be checked up, as cream is poor. Also suggest a better grade of flavors be used. Box is too large for a one-pound box. Many pieces were found scratched and overturned. Highly priced at $1.50 the pound. *Code* 4*G*48.

Milk Chocolate Almonds

ANALYSIS: One pound, $1.35, purchased in a New York City department store. Appearance of package is fair (see remarks). Box is two-layer, telescope type and is white printed in red and brown. Imprint of lady and spinning wheel in center. Appearance on opening is poor. Color of coating is good. Gloss and taste of coating are fair. No strings. Almonds are good.

REMARKS: Cheap milk coatings for this priced candy. A different type divider is needed, as all pieces were found badly scratched and powdered from the coating. Box is too large. Suggest a cellulose wrapper, as box was soiled. *Code* 4*H*48.

Solid Chocolate Bar

ANALYSIS: One-half pound, 45 cents, purchased in a New York City department store. Appearance and size of bar are good. Inside wrapper of foil. Outside paper wrapper is white printed in yellow and black. Award seals are printed on top. Color,

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molding, gloss, texture, and taste are good.

REMARKS: One of the best solid chocolate bars the Clinic has examined in some time. *Code* 4*I*48.

Assorted Milk Chocolates

ANALYSIS: One pound, $1.50, purchased in a Washington, D. C., department store. Appearance of box is good. Box is square, full telescope type. Top colors are yellow, cream, and white. Name is in brown. Package is tied with a brown and yellow tasseled cord. Cellulose wrapper. Appearance on opening is good. Contents include 34 pieces.

The following centers are good: chips, peanut butter chips, chocolate nut fudge, nut brittle, vanilla nut fudge, maple walnut cream, raspberry jelly, vanilla nut caramel, nut crunch, nut nougat, butterscotch, chocolate nut caramel, and cordial cherry. Orange cream and vanilla cream are fair. Raspberry cream has weak flavor. Cream is a trifle tough and lemon flavor is turned in lemon cream.

The Candy Clinic is your testing laboratory. Send in samples of your candy. They will be given a thorough analysis by an expert.

REMARKS: Assortment is good. Suggest lemon flavor be checked up, as it had started to turn. Some of the creams were too tough. Raspberry cream lacked a good raspberry flavor. A number of pieces were entirely too large. *Code* 4*D*48.

Assorted Chocolates

ANALYSIS: One pound, $1.50, purchased in a New York City department store. Box is one-layer type. Outside paper band printed in red, black, gold embossed. Bottom is wrapped in cellulose. Appearance of box on opening was fair. Contents include 35 pieces with dark coating, four with light coating, eight filled, and 12 Jordan almonds. Dark coating pieces were badly bloomed. Color, gloss, and taste are fair. Strings are poor. Color, gloss and taste of light coating are good. Among the dark coated centers, the coconut creams, Brazils, orange creams, nut taffy, and filbert clusters are good. The vanilla-caramel is grained. Chocolate paste is fair. Flavor of the peppermint creams is fair, of the mint marshmallows and pink creams poor. Could not identify flavor of the jelly and white cream pieces. Chewy taffy is a cheap piece. Light coated raisin clusters are good. Could not identify flavor of yellow cream shell pieces. Among light coating pieces, chocolate paste is good, dark chocolate is fair, and nut chocolate paste has off taste. Jordan almonds are good.

REMARKS: Assortment is too small for a $1.50 box. Quality of candy is not up to standard at this price. Coatings need checking as pieces are badly bloomed. Poor grade of flavors used. Centers in shell pieces need checking up. Dipping is carelessly done. Suggest quality, box, and workmanship be improved. Outside wrapper is too gaudy for a high priced package. *Code* 2*P*48.

Solid Chocolate Bar

ANALYSIS: One-half pound, 49 cents, purchased in a New York City department store. Appearance and size of bar are good. Inside wrapper is paper backed foil. Outside paper band of white is printed in gold, red, and black. Imprint of an eagle in center. Gold award seals on both sides. Color, gloss, molding, texture, and taste of chocolate are good.

REMARKS: Well refined and has a good chocolate taste. One of the best dark chocolate bars the Clinic has examined in some time. *Code* 4*F*48.

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New Development in Pectin to Improve Fruit, Candy Products Explained

West Coast Holds Candy Conference

Universal Desire for Candy Termed Industry's Potent, Unique Asset

TO DELEGATES OF THE 1948 Western Candy Industries Conference, held recently in San Francisco, a panel of speakers presented the picture of the industry's position today and trends of the future in legislation, sales, distribution, labor relations, chocolate supply and prices, and affairs of the national association.

A new development in pectin, which has several possibilities for improving candy and fruit products, and which may eliminate the necessity of wrapping in some kinds of hard candy, was explained by Dr. W. D. Mc Clay, of the Western Regional Laboratory, USDA, Albany, California.

The two-day meeting was planned by a committee, of which Kenneth L. White, vice-president of Awful Fresh MacFarlane, Oakland, was chairman; and Charles M. O'Brien, Jr., O'Brien's of California, San Jose, was vice-chairman. Other members were: George Thompson, Jr., Thompson's Candy House, Seattle; Jack Sweet, Sweet Candy Company, Salt Lake City; Robert Kaneen, Christopher Candy Company, Los Angeles; R. C. Carpenter, California Peanut Company, Oakland.

The 1948 conference ended without action being taken to form a western association. Delegates, however, agreed to meet again next year, and named Seattle as the 1949 convention city.

(*At its March meeting, the Golden West Candy Club voted to affiliate with the National Confectionery Salesmen's Ass'n—Ed.*)

Phillip Gott, president of NCA and the convention's principal speaker, made an extensive report on the progress of the national association during the latter months of 1947, and the work now getting under way in sanitation, technical research, sales tax legislation, and sales and merchandising as embodied in the Council of Candy study group program, for which booklets and texts are being distributed throughout the trade.

Supplementing Mr. Gott's review, four western regional NCA committee members made detailed progress reports on activities in this area. They were Warren Watkins, Warren Watkins Industries, Los Angeles, who spoke on sales and distribution; C. A. Carrington, Miss Saylor's Chocolates, Inc., Alameda, reporting on employer-employee relations; Robert Kaneen, Christopher Candy Company, Los Angeles, speaking on sanitation; Verne Glade, Glade Candy Company, Salt Lake City, who discussed advertising and public relations.

In a luncheon talk on: "How To Make Money Selling Candy," Craig Davidson, Raymond Morgan Agency, Los Angeles, admitted that eastern competitors make life hard for western candy manufacturers. But, in their willingness to try new ideas, he insisted that the western men have an asset, comparable to a jewel of great price. By way of example, he noted the supermarket which began in the West, and the phenomenally successful radio shows: "Breakfast in Hollywood," "Queen for a Day," and "Heart's Desire."

In the hunger for candy, universal among all people, of all age groups, the industry has a unique asset and one more potent than most competing industries possess. For those who put the idea to work for them, Mr. Davidson, could see few limits to the rewards to be reaped.

On the statistical side, Stanley Kedzierski, Chief of the San Francisco Office, Domestic Commerce Division, U. S. Department of Commerce, made an analysis of candy sales and distribution by states. His figures showed that California, with a larger population than Utah and Nevada, consumes and spends less for candy per person than these states, now holding the western lead in this respect. Moral of these facts is, the speaker pointed out, that both eastern and western manufacturers, making and selling candy in the state, must jack up their sales and merchandising efforts in order to capitalize on its rich standing market.

Convention interest in labor problems naturally centered in the Taft-Hartley Act, which was explained by Almon E. Roth, president of the San Francisco Employer's Council. In the short time the law has been in effect, he noted that the number of strikes called in the country has decreased 50 per cent. He sounded an emphatic warning, however, against the easy assumption that the act ends the need to worry about strikes, or that it will gradually put an end to labor troubles. Collective bargaining, Mr. Roth reminded his audience, is an accepted national policy, and this being so, new union demands, issues, and questions will continue to come up.

For the future, he reported two trends: (1) Growing unionization of office employees. (2) As unemployment increases, union leaders will try to hold take-home pay for retained workers at today's levels, while demanding that working hours be decreased in order to spread available work.

Less Demand for Cocoa

Speaking on "The Chocolate and Cocoa Bean Situation," Horace Guittard, Sr., Guittard Chocolate Company, San Francisco, explained the drop in cocoa bean prices, during the past three months, from 52 or 53 cents a pound to 40 cents, and that of cocoa butter from $1.50 per pound or better to 98 cents, as being due to a lessening of demand, and not to a rising supply. Decrease in demand is caused, in turn, by the bakery, ice cream, and other food industries using materials other than chocolate and the fats and oils derived from cocoa beans. The confectionery industry is likewise using chocolate less extensively than in the past. But since there is no substitute for chocolate so far as the

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confectionery industry is concerned, the trade's efforts in this direction are limited.

Hard fact in regard to supply is that, since 1939-1940, cocoa bean production has shown a yearly decline. For years before that, growers received as little as three cents a pound for their cocoa beans, with the result that they gave more attention to more profitable crops than beans. Prices rose during the war years, but disease attacked and destroyed trees by the thousands, labor costs went up, and shipping space for cocoa beans was rigidly limited.

Today growers are planting new trees, but they must wait five years for a tree to bear, a fact that rules out immediate prospects for a quick gain in supply and resulting drop in prices. In these realities lies more of the answer to chocolate shortages and high prices than in current methods of international controls and allocations, Mr. Guittard declared.

In his discussion of the new development in pectin, Dr. McClay explained that the Albany, Calif., laboratory is one of four research centers maintained by the U. S. Dept. of Agriculture to devise ways to use farm products and byproducts. Fruits, vegetables, alfalfa, and wool are the crops in which the laboratory specializes. Dr. McClay is director of the division working on fruits and vegetables.

He and his associates chose pectin as a likely product for research by reason of its extensive use by the confectionery and the fruit preserving industries. Their purpose was to reduce the cost of pectin, improve its quality, and find, if possible, new uses for it. The pectin developed is made from waste orange peel, and seems to fulfill these three aims.

In jelly and gum type candies, and in other centers, use of this pectin makes possible an appreciably lower sugar and caloric content, and it thus seems a big step forward in the problem of increasing candy sales by production of goods which do not quickly satiate the appetite of candy eaters. In addition to this virtue, pieces in which the pectin is used show no loss in taste appeal, appearance, tenderness, and keeping qualities.

Another promising angle is use of the pectin as a coating on glace fruits and glace products. Dr. McClay displayed a jar of glass fruit particles, coated with the pectin. These had no traces of the sticky moisture usually found in this product. As the fruit particles did not stick together, the indications are that the pectin, used as a coating, will improve the appearance and shelf life of glace fruits for the consumer trade and centers in which fruit particles are used.

Dr. McClay stated that he and his staff are still working on the coating angle and said that it seems possible to develop a pectin as strong and transparent as cellophane, and one that is odorless, tasteless, and instantly soluble at mouth temperature. He noted that he was not certain how such a product could be used in the confectionery industry but thought it would prevent some kinds of hard candy from sticking together and thus eliminate need for individual cellophane wraps. Dr. McClay was also of the opinion that a pectin coating would add to the appearance and shelf life of many types of bars and of chocolate coated goods in general. To apply the pectin by spraying or dipping would be, Dr. McClay stated, a simple, economical operation.

Closing the convention on a social note, the Allied Trades were hosts to the delegates at a cocktail party and banquet arranged by a committee composed of Otto Winkler, Winkler Brokerage Company, chairman; Melvin Shallock, Kelly-Clark Company; Robert Menzies, Parrott & Company; Jack Maillard, Maillard & Schmeidell, all of San Francisco.

Peanut Butter in Candy

(*Continued from page* 32)

ufactured by 20 packers and distributors, six samples were found to have high water insoluble inorganic residue, largely sand, and two samples had insect infestation sufficient to cause adverse comment. A number of samples were misbranded, including six which did not show the words "Modified through hydrogenation," or indicate the addition of hydrogenated peanut oil. Samples criticized for high water insoluble inorganic residue tested 21.5, 32.5, 43.5, 44.7, 125.0, and 658.0 expressed in mg/100 grams. Samples criticized for high insect infestation showed 17 and 18 insect parts per 100 grams.

Peanuts are very susceptible to insect infestation. All peanut butter manufacturers strive to maintain sanitary conditions and operate clean plants. Fumigation and eternal vigilance on the part of the personnel strive constantly to infestation. Raw peanuts are often stored in coolers at about 37 F., as low temperatures tend to inhibit insect growth. Periodic fumigation and cleansing of equipment assist in controlling this danger.

Adulteration of peanut butter is considered to be foreign starch, water insoluble inorganic residue, rodent excreta pellets, rodent and other animal hair fragments, insects and insect fragments, and decomposed and moldy peanut fragments. Methods of determining Extraneous Materials in Foods and Drugs may be found in the *Methods of Analysis of the Assn. of Official Agricultural Chemists.*[17] There are many other foods which should also undergo such sanitary investigation.[18]

As previously mentioned, peanut butter may be ground finely, or coarsely, or be of the "Chunky" type. For candy making, usually the finer grinds prove more satisfactory. There are several methods for determining the fineness or particle size of materials. Few of the general methods are applicable to peanut butter because of its peculiar nature resulting from the high fat content. The following method gives reasonably comparable results. About 200 grams of peanut butter are placed in an Erlenmeyer flask and an equal volume of petroleum ether added. The flask is stoppered and shaken sufficiently so that the fat will be dissolved. The solvent is decanted or filtered and discarded. The extraction operation is repeated until the residue is quite free from fat. Then the residue is air dried, and the particle size may be determined by sieving.

Peanut butter by virtue of its composition has some distinctive properties. It behaves not unlike dairy butter in that cold temperatures cause it to become firm while warm temperatures cause softening. Water and high moisture-containing products are incompatible with peanut butter. In general, most peanut butter will display some oil separation under adverse storage conditions, considerable agitation, and possibly undue heating. While the separated oil may be "worked" back into the peanut butter, the great danger of oil separation is that rancidity may set in. The free oil becomes rancid more quickly than oil in contact with the ground peanuts because of more exposure to air and light. Hydrogenation has offered the best means to date of preventing or retarding this separation. Homogenization is also an aid

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in deterring separation. Antioxidants have been tried in great number to eliminate or reduce the danger of rancidity. Stalenes occurs in peanut butter, and some authorities state that it begins at the time the peanuts are roasted. Vacuum packing may assist in retarding staleness.

Peanut butter has a very characteristic and pronounced flavor liked by most people. Although some people may not like the texture of peanut butter nor its habit of sticking to the roof of the mouth, this "cloying" effect is reduced or eliminated when peanut butter is used in candy. Salt is added to peanut butter to bring out its flavor, the majority of people prefer salted dairy butter for the same reason. The addition of other flavors to peanut butter is complicated by the nature of its strong pronounced taste. For candy, it is desirable to have a number of flavors which may modify peanut butter so that an assortment of candies may be produced, yet having a peanut butter base.

From the foregoing discussion, we may make a brief summary of suggestions for drawing up specifications of peanut butter for candy making. (1) Flavor and odor true to type of nuts and roast. No rancidity. Color may serve as an indication of the extent of the roast. (2) Analysis for fat and sanitary inspection. (3) Texture and physical character. Fine grind. Free of oil separation. May be hydrogenated and or homogenized.

Woodruff, et al.,[19] have studied the addition of flavors for the purpose of modifying the flavor of peanut butter. Findings indicate:

Very Good Results:

Orange Oil	trace
Grated lemon peel	2%
Grated orange peel	2%
Chocolate	2-3%
Candied or glazed fruits	30%
Raisins	20%
Dates, prunes, dried figs tenderized	20%
Jam, preserve, marmalade	40%
Clove, vanilla, spices	trace

Promising Results:

Maraschino Cherries	20%
Fruit jelly	40%
Honey	20%

Although Woodruff, et al., were not dealing with the commercial use of peanut butter, being interested only in increasing the palatability of the spread, it may well be that their findings will have application to candy making.

It may be mentioned that peanut butter when used as a spread for bread, is often supplemented by dairy butter. Butter and fats will mix well with peanut butter and add desirable properties, such as texture and flavor, to the mixture.

Peanut butter offers two advantages to candy making: (1) it offers a good flavor liked by most people, and (2) nutritive value of candy.

Mr. Leighton[20] has stated, "An alternative to deliberate fortification and its burdensome requirements has been suggested and consists in the use of products naturally rich in vitamins and minerals such as nuts, soybean products, milks, butter, special yeast products, and fruit concentrates, without making advertising claims as to vitamin and mineral content of candies so made."

Many candy manufacturers have wished for products less common than peanut butter to use in candies to increase nutritional and flavor appeal. Distant fields, as the adage goes, always appear greener than those close at hand. Further, in some candies, the fat content of the peanut butter may be utilized to reduce the amount of fat usually employed.

Lecithin is sometimes used in peanut butter for two reasons: (1) to provide antioxidant protection, and (2) to soften the consistency of the butter.[21] About 0.5 per cent of lecithin is recommended for these purposes.

Peanut butter centers having a high fat content may cause some types of chocolate to gray prematurely (fat bloom). In the case of certain bars made with a high peanut butter content center, blooming was so bad that many bars were rejected. To check as to whether the centers or the chocolate coating was at fault, some centers were carefully wrapped in a grease-resistant paper and then chocolate coated. The paper-wrapped center bars were compared against the regular bars and, although bloom continued to occur on the regular bars, it did not form in the case of the specially prepared bars. Therefore, it became necessary to modify the center by reducing the fat content or by "working" the centers so that the high fat content was held and no seepage occurred.

Add Tapioca or Soy Flour

Some candy makers advise the addition of tapioca flour to peanut butter to assist in retaining the fat. Soy flour also assists in this regard. The products mix well with peanut butter.

In general, there are several types of candy where peanut butter may be included in formulation: kisses or taffies; hard candy as brittle; in centers for bars, either a soft fudge-like center or a hard grained-off center; Italian creams or fudges; centers for bon bons or panned pieces, caramels using the caramel as a jacket, and even in rolled cream centers, chocolate or fondant dipped.

The following candy formulas are presented with the hope that they will offer a basis upon which alert candy makers may build. Unless otherwise credited, the formulas are by O. C. Ashley.

Peanut Butter Italian Creams

32 lbs. corn syrup
32 lbs. cane sugar
20 lbs, whole condensed milk
water sufficient to dissolve sugar

Cook to 240 F., set off fire, or pour contents into a cold hand kettle and add

12 lbs. peanut butter
7 lbs. fondant (70-30)

Stir and keep stirring until it can be touched with the finger without burning. Pour out onto a fudge board or onto a stone slab, spread out to desired thickness. When set, score with sharp knife. Let set overnight. Break into pieces and pack into wax paper lined boxes. This is a retail item.

Peanut Butter Pattie

Take some pattie cream to which burnt sugar coloring has been added, stir in about 12 per cent of peanut butter, and cast. These patties require a slightly longer time to set than regular patties. Chocolate coating may be applied, either dark or milk.

Peanut Butter Toffee

20 lbs. cane sugar
8 lbs. soft fat
½ tsp. lecithin
2 qts. water

Cook to 310 F., add 6 lbs. finest grind peanut butter, remove from the fire, and pour onto an oiled slab. Score

at once after spreading thin. Cut and coat with milk chocolate.

Peanut Butter Brittle

10 lbs. cane sugar
6 lbs. corn syrup

Cook to 300 F. Stir in 8 lbs. peanut butter and continue stirring until the peanut butter is melted and mixed through the batch. Just before pouring, stir in 1 tsp. salt and 2 tsp. of baking soda, add a trace of almond flavor, pour onto a cold slab and score or run through a drop head machine. If drops are made, knead a trace of the almond flavor into the batch.

Krispy Krumbles

14 lbs. sugar
7 lbs. corn syrup

Cook to 315 F., set off the fire, add two lbs. molasses and 1 oz. of baking soda. Do not pull on hook. Place 5 lbs. of peanut butter, very warm (heated in a steam jacketed kettle to about 180 F.), in the center of this batch and honeycomb well by hand on the slab. This cannot be overworked. A small portion of the cooked batch is left for the jacket. When jacketed, spin out and form into flat chips. Dip in chocolate using some ground nuts in the chocolate.

If desired to pull the batch on the hook, use the above formula omitting the soda.

Peanut Butter Fillings[11]

10 lbs. peanut butter
1½ lbs. Hi-Fat Soy flour

Mix thoroughly and warm to approximately 165 F. Roll the filling in a hard candy jacket, stretch and double the batch until the desired honeycomb structure is obtained and spin into the desired forms.

Peanut Butter Caramel

Make up a caramel and spin it around some peanut butter. The peanut buttter must be warmed with 1 per cent of corn syrup. Jacket this with the caramel batch and run the candy through a drop-head machine to form cough-drop shapes. This may be panned.

Peanut Butter Fudge

12 lbs. sugar
2½ qts. milk
1½ lbs. peanut butter
2 oz. vanilla
salt

Cook the sugar, salt and milk to 234—240 F., set off the fire and add the peanut butter. Let cool to 100 F., then beat until creamy, pour into greased tins, score. This is a retail item.

Peanut Butter Taffy

6 lbs. sugar
11 lbs. maple syrup
6 lbs. corn syrup
½ oz. salt
1½ pts. water
2 lbs. chocolate liquor
2¼ lbs. peanut butter

The sugar, maple syrup, corn syrup, salt, and water are cooked to 288 F., and taken off the fire. The chocolate is added and the batch is poured onto a greased slab. When cool enough to pull, spread with peanut butter and fold in. Pull on hook to desired lightness. Cut and wrap.

Instead of using maple sugar, 7½ lbs. of brown

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sugar may be used (13½ lbs. sugar total) and maple flavor added with sufficient water to dissolve.

***Peanut Butter Rolled Cream Centers*[23]**

8 lbs. sugar
2 lbs. Nulomoline
1 tsp. Convertit
2 lbs. peanut butter base
1 lb. No. 1 Frappe
water to dissolve

Cook the sugar, Nulomoline, and water to 244 F.—246 F. Cool to 110 F.—100 F. Beat and add Convertit while beating. Beat for about 5 minutes. Add peanut butter base and, when this has been well mixed throughout the batch, add the frappe. Then beat to a firm mass. When cool, form centers into desired size and shape. Coat with cocoa fondant coating or chocolate.

Peanut Butter Base

3 lbs. peanut butter
1 lb. high grade molasses
1 oz. salt

Place the ingredients in a mixer, either warm or cold, and mix to a smooth paste. Large batches of this can be made as the product has good keeping qualities.

No. 1 Frappe (Small Formula)

50 oz. corn syrup
50 oz. Nulomoline
1 oz. albumen dissolved in
2 oz. water

Heat the corn syrup to 245 F., remove from the fire, add the Nulomoline, stirring until it is melted. Beat and while beating, gradually add the albumen solution. Continue beating until light.

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CONFECTIONER'S *Briefs*

• **General Candy Corp.:** Charles F. Scully succeeds the late Henry A. Klein as a director.

• **Necco:** This year's sales and advertising program, greatest in Necco's 101 year old history, will be spearheaded by newspaper advertising in 71 papers and 36 major radio stations.

• **Mars, Inc.:** A three-day sales conference was held in Chicago in mid-February which culminated in a banquet and a tour of the Mars plant.

• **National Licorice Co.:** Two new representatives have recently been appointed: Andrew F. Robinson, metropolitan Philadelphia and southern New Jersey: J. W. J. Suter, Jr., Maryland, District of Columbia, and Delaware.

• **Laura Lee Candies:** The firm occupies its new building at 2300 N. W. 36th St., Miami, Fla. Cost of the modern plant, including machinery, is said to be $175,000.

• **Walter H. Johnson Candy Co.:** A Roger Wilco "Magni-Ray" ring is being offered readers of the firm's Sunday comic strip ads. The offer is a mail-in, for 15 cents and one "Power House" wrapper.

• **NCWA Notes:** What may be the final hearing on FTC rules for candy wholesaling was held last month in Washington, D. C. Jesse F. Jones, Jr., assistant secretary of the National Candy Whole-

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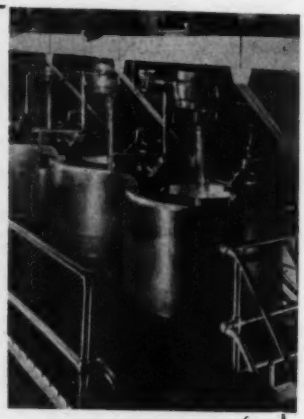
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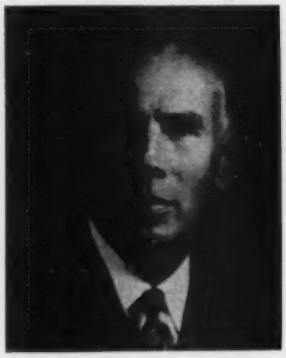
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saler's Ass'n, Inc.; William A. Quinlan, NCWA legal counsel; and Joseph L. Kantor, Norfolk, NCWA committee member on FTC rules, represented NCWA. NCWA also announces it is joining the National Council of Private Motor Truck Owners in efforts to combat "the threat of discriminations being shown against private motor truck operators."



PHILIP M. CLARK, new president of the New England Confectionery Company. He has been with the company ever since his release from the navy after World War I, and was elected to the Board of Directors in 1935. Mr. Clark has been vice president since 1947 and succeeds Harry R. Chapman to the presidency. Mr. Chapman is elected chairman of the Board. Reelected officers are W. H. Vogler, R. W. Moulton, R. L. Singer, A. W. Chapin.

- **Delicia Chocolate and Candy Manufacturing Co., Inc.:** Kenneth J. Pezrow is appointed sales and advertising manager.
- **Candy Executives' and Associated Industries' Club:** The largest attendance of regular members in the history of the club heard an open forum at a recent meeting.

  Speakers included Irving Cook, Bill Ackerman, Charles Fuchs, Charles Azarow, William Frangos, Nat Walsh, John C. Hart, Charles F. Haug, and James A. King.
- **Sweets Company of America:** Drawings for more than 200 prizes in the Tootsie "Sweets-Stakes" will be held April 30 at the home office of the Sweets Co., in Hoboken, N. J. The good will promotion event has made tickets available to retail grocers all over the country.
- **Bunte Brothers:** "Maltesers," reported to be the original malted milk bar, are again being made and are now available in limited amounts. Retail price is 10 cents.
- **Confectionery Salesmen's Club of Baltimore, Inc.:** Samuel Goldstein has been appointed chairman of the club's annual outing for June 17, and Ernest Pritchard will chairman the annual banquet set for December 11.

A New Variety Punch for Candy Pieces and Bars

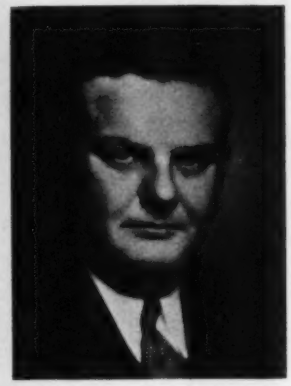
MACAROON CRUNCH

Yes, Macaroon Crunch is an ideal product for making new candy pieces. It has a delicious almond macaroon flavor—it is crisp and crunchy like nuts—and blends well with other ingredients. Macaroon Crunch also makes a dandy coating for bars. Ask about it—write to either address below for quotations.

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SUPPLY FIELD *News*

• **Cochrane Corp.:** The Henry P. Thompson Co. of Cincinnati has been made sales and engineering representative for the Cochrane condensate return system, in addition to their water conditioning equipment and steam specialties already handled in western Ohio, eastern Kentucky, and Indiana.



APPOINTMENT of Carl Whiteman of New York as general sales manager of Clinton Industries, Inc., Clinton, Iowa, is announced by R. E. Clizbe, president of the company. He has been in the grocery merchandising business for many years.

• **Monsanto Chemical Co.:** Frederick W. Meuschke is appointed assistant sales promotion manager of Monsanto's plastics division. He was advertising manager of the Rumford, R. I., Chemical Works for the past three years.



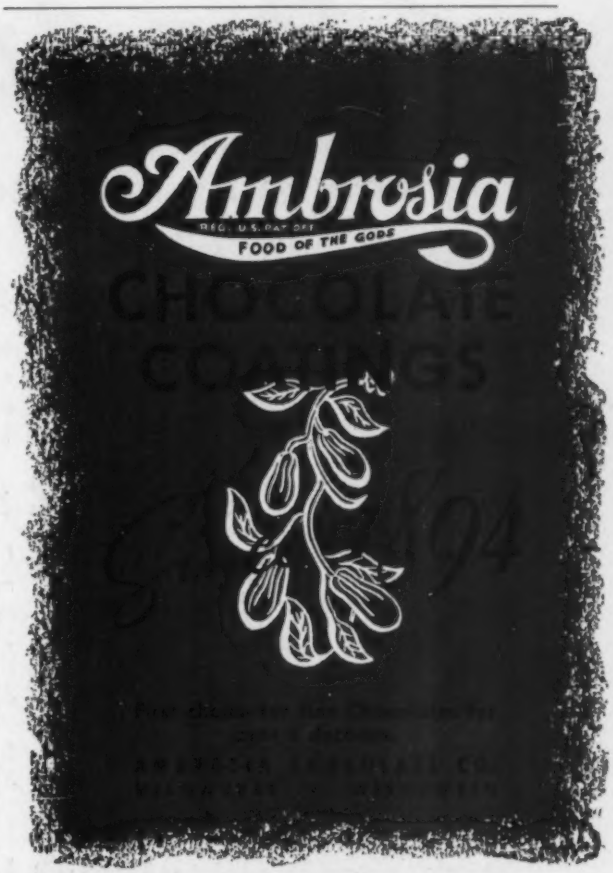
NEW addition to the sales force of Magnus, Mabee & Reynard, manufacturers of essential oils and perfuming and flavoring materials is John I. Vandewater. He is centering his sales efforts in the New York City area at the present time.

• **Minneapolis-Honeywell Regulator Co.:** O. B. Wilson, a member of the company for 25 years, is named industrial manager of the eastern sales region for the Brown Instrument division.

• **The National Sugar Refining Co.:** Gross sales for last year reached a record high of $159,193,006 according to an announcement by the company. This volume, almost a third higher than 1946, showed a net profit of $2,752,886.

• **Package Machinery Co.:** Two new machines will be exhibited by the Package Machinery Co. at the Packaging Show in Cleveland's Auditorium this month. The all-purpose wrapping machine for heat-sealing cellophane and a portable thermoplastic labeling machine will be shown at Booth 104. Members of the staff in attendance will be G. A. Mohlman, R. L. Putnam, Tom Miller, A. S. Lincoln, J. J. Kelly, J. R. Tindal, N. W. Lyon, E. F. Cornock, W. E. Gourley, William Kiel and E. L. Smith of the Springfield office; E. G. Westervelt, H. Mosedale, B. Lyons and V. Pepitone of New York; E. A. Hjelm, E. A. Wagner and Wm. Kerber of Chicago; C. R. Strehlau of Cleveland; G. D. Woody of Atlanta; Fred Todt and Edward Minneman of the Todt Co. of Los Angeles and Seattle; D. T. Hoskins of Denver; and Hugo Schoener of Mexico.

• **F. Russell Webster,** veteran salesman for over 30 years with Wilbur Suchard Chocolate Company, passed away at his home in Chestnut Hill, Pa. February 29. He has been sales representative for Suchard in recent years for Eastern Pennsylvania.



FLAVORS by PENICK

CREATED to fill the needs of the Food, Beverage and Pharmaceutical industries, Penick Flavors are finished products of unexcelled quality, unusual strength and are economical in use. They are the reflection of many years of research and experimentation.

PENICK FLAVORS, through a step-by-step laboratory control system, retain their natural aroma and potency.

OUR laboratories will assist you in the solution of any flavoring problems you may have, or in the development of new flavors. No charge is made for this service.

Write for our new Flavor Catalogue.

The World's Largest Botanical Drug House

S. B. PENICK & COMPANY



The Model DF-1 is quickly adjustable for many package sizes and can be adapted to virtually any plain or printed wrapping material.

3 BIG ADVANTAGES

offered by the Model DF-1 Bar Wrapper



1 Smooth, box-like wraps

The wrapper is folded over a forming mechanism instead of over the product. This feature assures a smooth, angular wrap no matter how uneven the outline of the bar itself.



2 New roll-type card feed

Cardboard is fed to the DF-1 from a roll. The machine automatically cuts cards of a desired length and scores two beads which run lengthwise. This beading makes 12-point or 14-point board as rigid as the more expensive 22-point. You save the difference – as much as $1,000 a year on the output of a single machine.

The feed can also be adapted to form U-shaped trays from the same lightweight material, saving up to $2,000 annually.

Feed can be attached to any DF or DF-1 machine.

A few of the many bars now being wrapped on DF machines.

3 High wrapping speed

When heavier schedules demand increased production, the Model DF-1 has the speed to hold the pace. It will wrap up to 140 bars per minute.

Consult our nearest office for complete details

See us at the PACKAGING SHOW
CLEVELAND AUDITORIUM
APRIL 26-30 BOOTH 104

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PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

One Per Cent of Boxes Shipped Are Damaged, Survey Shows

How to Prevent Shipping Damages

by **W. B. LINCOLN, JR.**

Technical Manager, Inland Container Corp.

IN EVERY STAGE of packing and shipping, containers encounter hazards. While the basic stresses and impacts can be grouped under a few rather obvious classifications, little is known even today about the relative frequency of contact with specific hazards and their real contribution to claims. The claim data developed by the railroads throws very little significant light on this subject. There have been many investigations conducted, particularly with specific commodities. These investigations, however, have had the usual shortcomings of uncoordinated work. They have been conducted independent of one another, and little can be done in the way of correlating the data obtained or using it to solve similar problems elsewhere.

Realizing this situation and recognizing that an evaluation of hazards was basically fundamental in a program of this sort, the Shipping Container Institute developed its shipping test program to determine the hazards which are causing damage in shipment and the hazards which are causing claims to be filed. Also, these data will be related to laboratory evaluations of the containers and product characteristics where this latter factor materially influenced the results.

Shipments in Transportation

In our work to date we have found that approximately 0.9 per cent of the boxes shipped were damaged in some way during shipment. Of this total, approximately 0.2 per cent were damaged sufficiently to cause the consignee to file claims for damage with the railroads. In listing the reported causes for damage occurring during the shipment of these test cases, we find many different causes which can be classified under various appropriate headings.

I have prepared five tables showing in detail the results of this work. A careful examination of the data in the tables will, I believe, clearly indicate the most fertile causes of damage and the appropriate action to take to reduce the resulting waste.

Upon analyzing the detailed data on which these tables were based, it became quite apparent that cars in fair or poor condition at destination were fair or poor as the result of a multiplicity of causes. On the average, half of the cars arriving with their contents in good condition had no damage at all. The other half had minor damage from a single cause only; hence, these good Fair cars averaged one and a half damage causes per car, and poor cars two damage causes per car.

Another point of considerable interest is that certain damage causes are more serious than others. Certain of these causes can be counted on to result almost invariably in damage to the shipment. To ignore such a cause at the time of loading is, therefore, practically compounding a felony. In this category we found that broken floor racks, although not occurring frequently, in every instance resulted in a claim being filed. Leaky cars, likewise, tend to produce a high incidence of claims. Actually, claims were filed on two-thirds of the recorded leaky cars. Presence of nails, wires, boards, and straps results in wide spread damage, but this cause of damage does not generally lead to serious claims. They occur so frequently, however, that this group of causes leads the list in the causes of damage initiating claims. Other damage causes resulting in a high percentage of claims are: excessive lengthwise slack, excessive crosswise slack, poor car door blocking, no bracing, crushing due to stacking, and rough handling of cars in transit.

From a study of the number of cases damaged and the responsibility for various damage causes, it appears that the shipper and the railroads are in a position to affect the major possible reduction in claims. The boxmaker shares in this position, of course, but not so significantly, as his best efforts can be completely nullified by poor shipping practices. For example, what possible change in box quality could overcome the damage resulting from careless failure to remove a projecting nail in the car wall or to repair a leaky roof.

Out of approximately 750,000 cases shipped, a little over 7,800 cases were damaged. A third of the damaged cases were damaged as a result of leaky cars, broken car walls, broken floors and racks, general crushing, and rough handling in transit. These items, we believe, are more controllable by the railroads than others. Fifty-four and a half per cent of the total cases damaged were damaged as a result of excessive slack in one or more directions, the presence of nails, wires, straps, etc., poor arrangement, weak or inadequate bracing or car door blocking, or no bracing at all, flaps unsealed, and related causes largely under control of the shipper.

Boxmaker's Responsibility

Eleven and one-half per cent of the total damage reported might be considered primarily dependent on box quality, although 1 per cent can be allocated to the boxmaker without question. In making that statement, I am not trying to evade acknowledgement of the contribution of the boxmaker. As a matter of fact, some 42.8 per cent of the reported damage falls in the category to which boxmakers, shippers, and railroads might have individually or jointly contributed. This data was given in *Table* 5.

There is no question that weak boxes contributed to the degree of damage sustained in many instances. Shipper responsibility, however, includes the responsibility of obtaining adequate boxes of good quality. This means that it is part of the shipper's responsibility to deal with reliable technically competent suppliers able to aid in the

*This informative report by Mr. Lincoln, who is also chairman of the Technical Committee of the Shipping Container Institute, is a condensation of his paper presented before the recent 33rd annual meeting of the Technical Ass'n of the Pulp and Paper Industry, Hotel Commodore, N. Y.

solution to individual problems and able to furnish adequate boxes. Insofar as this is a shipper responsibility to maintain such sources of supply, I have not hesitated to include some of these points as subject to correction by the shipper which might otherwise be considered the responsibility of the boxmaker.

The question of who is responsible for what poses quite a question. For example, we blame the shipper for poor door blocking and inadequate bracing of loads; but I have felt for a good many years that the railroads are far from blameless in this connection. It seems to me that freight cars should incorporate some form of permanently available flush door blocking as well as adjustable bulk heads which could be readily moved and fastened into position to break bulk on car loads or to segregate LCL shipments. It seems definitely unsound economically for each and every shipper to have to provide his own car door bracing, bulk heads, etc., using valuable raw materials and labor to provide what all too often proves to be an inadequate make shift for the shortcomings in car design. This work delays the turn around of cars and, when consideration is given to all the negative aspects of the historical approach to this problem, it seems to me that making such accessories a permanent part of the car equipment—just as are the floor racks in a refrigerator car or the blocking and bracing attachments in automobile cars—would result in the tremendous savings for both the railroads and shippers, not to mention the consumers who have to pay the bill eventually. Loss and damage would be greatly reduced by such equipment. Also, the direct costs attending the repeated construction of make-shift substitutes through all the years of service of a car's life would undoubtedly pay for the original installation many times over. Granted the carriers are experimenting with several loading devices. Out of these experiments may come some new techniques to improve this feature of the shipping problem. It has confronted the shipper for many years and the waste continues. The problem should be solved.

Individual Commodities

It is interesting to note that our data show conclusively that there exists what might be called, critical hazards for commodities of different types. This fact highlights the importance of making a study of the special container requirements of specific commodities and emphasizes the complexity of the problem. In general, only two or three hazards seem to be responsible for the majority of damage encountered by the various shipments of individual products. These hazards not only differ for various classes of commodities, but, furthermore, hazards which create the greatest number of damaged containers are not necessarily the ones which create the greatest amount of claims although there is frequently a very close parallel.

It is obvious, therefore, that the peculiar characteristics of your product demand special consideration when designing packages, car loads, and car bracing or blocking. Vulnerable points must be recognized and adequately safe guarded.

In conclusion, let me summarize what I would say in answer to the question "How Good Must a Shipping Container Be?" It must be good enough to assure the safe, economical, and rapid handling of merchandise during storage and transportation. It will fulfill this specification only when we individually adhere to the following code.

1.—Practice perfect shipping the year round.

2.—Make sure we have the real facts concerning loss and damage by the shipments we make. Present claim procedures leave much to be desired on this score.

3.—Remember that compliance with Rule 41 and similar carrier rules only will not assure adequate packing.

4.—Study the special packing requirements of our products and suit our package to them by applying sound principles of protection as needed.

5.—Remember that Packing engineers should have a say during the product development stage as well as after, to the end that products will be designed so as to facilitate their economical packing.

6.—Purchase containers from reliable and capable suppliers.

7.—Seal containers properly.

8.—Follow good carloading practices, specifically:

(a) Use clean cars, watching especially for nails, old strapping, and other projections.

(b) Use cars in good repair, watching for signs of leaky roofs, broken floor or wall boards, uneven floor racks, etc.

(c) Load tightly in all directions and arrange the load properly—particularly avoiding partial layers.

(d) Brace adequately as to design, material and strength.

(e) Block car doors when necessary.

If we do all these things a high percentage of the claims now necessary will be avoided and the need for stronger, more costly containers eliminated.

TABLE NO. 1

Reported Causes of Damage

Item No.	Cause of Damage	No. Boxes Reported Damaged	No. Boxes Reported Damaged By Cause Groups	% of Total Damaged
	EXCESSIVE SLACK IN LOAD			
1.	Excessive Lengthwise Slack...	1017)	1128	14.4
2.	Excessive Crosswise Slack.....	111)		
	POOR CAR PREPARATION			
3.	Nails, Wire, Boards, Straps Not Removed.....	634)	642	8.2
4.	Dirty Car	8)		
	POOR ARRANGEMENT OF CARGO			
5.	Poor Arrangement of Cargo...	346)	491	6.3
6.	Partial Layer	145)		
	INADEQUATE BRACING			
7.	Weak or Broken Bracing.....	33)		
8.	Poor Design of Bracing.....	678)		
9.	Poor Car Door Blocking.....	310)	1158	14.8
10.	Poor Bracing Material.....	13)		
11.	No Bracing	124)		
	CARS NEEDING REPAIR			
12.	Leaky Car	499)		
13.	Broken Car Walls.....	25)	681	8.7
14.	Broken Floor or Floor Racks..	157)		
	ROUGH HANDLING			
15.	Rough Handling of Car in Transit.....	1339		17.1
16.	Rough Handling During Loading.....	176		2.2
	MISCELLANEOUS			
17.	General Crushing, Rubbing & Punctures...	559		7.1
18.	Crushing Due To Stacking.....	263		3.4
19.	Open Manufacturers Joint.....	77		1.0
20	Case Flaps Unsealed.....	1311		16.8
	Totals*	7825		100.0
	% of Total Boxes Shipped* 0.9%			

* A total of 733,308 test boxes were in the cars covered by this tabulation.

(*Please turn to page* 68)



TURKEY T-3
Brown—Bottom opening.
7" high.

PUMPKIN P-48
Orange with Black Face and Ribbon—Top opening*. 5" x 6¼" dia.

PUMPKIN P-1
Orange with Black Face and Ribbon—Bottom opening.
4¼" x 5" dia.

Holiday Headliners

GAY CANDY CONTAINERS FOR GALA OCCASIONS



RABBIT R-48
Blue Ribbon, White, Pink—Open basket*. 10" high.



RABBIT R-3
Blue Bow, White, Pink—Bottom opening. 10" high.



XMAS BOOT B-8
Glossy Red—Top opening.
7½" high.

XMAS BOOT B-48
Glossy Red—Top opening*.
7½" high.



SANTA S-48
Glossy Red, Black, White—Open pack*. 9" high.



SANTA S-4
Glossy Red, Black, White—Bottom opening. 9" high.

*Supplied with paper cup.

These merry molded figures put your holiday confections in festive dress . . . make them sparkle with "sell". "Holiday Headliners" are resilient and extremely sturdy . . . Safe to pack and ship. "Weightless", they make handling "effortless". George Sakier, the distinguished designer, created these figures especially for us. Each has a generous opening for filling. Well-balanced and gaily colored, they're dandy, candy displays.

"HOLIDAY HEADLINERS" do a sweet selling job. But if your requirements call for a container that is distinctive and yours alone, we can create an exclusive design for you. In either case, consult us.

MOLDED PRODUCTS DIVISION
Animal Trap Company of America
Lititz • Pennsylvania

LOWER RATES, FASTER SERVICE FOR LESS-CARLOAD SHIPMENTS

Here's what Metropolitan Pool Car Service can offer less-carload shippers *today*:

- ✓ **Lower rates and freight charges on less-carload shipments.**
- ✓ **Less handling—more protection against damage and pilferage.**
- ✓ **Faster transit time.**
- ✓ **Introduction to new markets.**

Metropolitan Pool Cars are now shipping less-carload lots to 35 key U.S. cities for distribution to surrounding areas. With railroad rates on the increase, many of our largest confectionery buyers and manufacturers are availing themselves of this service.

To investigate your own immediate advantages with Pool Car Service, write or telephone for rates and full cost-saving information *today*.

METROPOLITAN POOL CAR ASSOCIATES

Pier 8, North River **New York 6, N. Y.**



PEP UP SALES with TRANSPARENT Plastic BOXES, CANS.

•

The APPETIZING way of packaging Candies, Nuts, etc.

•

Send for samples and catalogue.

•

Weinman Bros., Inc.

325 N. Wells St.
Chicago 10

Manufacturers

Are you looking for an experienced salesman? We can put you in touch with experienced candy salesmen and candy brokers covering practically every territory in the United States.

WESTERN CONFECTIONERY SALESMEN'S ASSOCIATION

36 E. Highland Ave. **Villa Park, Ill.**

Shipping Damages

(*Continued from page 66*)

TABLE NO. 2

Reported Causes of Damage Considered Primarily Under Railroad's Control

Item No.	Cause of Damage	No. Boxes Reported Damaged	% of Total Railroad Responsibility
3.	Nails, Wire, Boards, Straps Not Removed	634	23.8
4.	Dirty Car	8	.3
12.	Leaky Car	499	18.8
13.	Broken Car Walls	25	.9
14.	Broken Floor or Floor Racks	157	5.9
15.	Rough Handling in Transit	1339	50.3
	Totals	2662	100.0%
	% of Total Damage Reported	34.0	

TABLE NO. 3

Reported Causes of Damage Considered Primarily Under Shippers Control

Item No.	Cause of Damage	No. Boxes Reported Damaged	% of Total Shippers Responsibility
1-2	Excessive Slack in Load	1128	26.4%
5-6	Poor Arrangement of Cargo	491	11.5
7-11	Inadequate Bracing	1158	27.2
16	Rough Handling During Loading	176	4.1
20	Case Flaps Unsealed	1311	30.8
	Totals	4264	100.0%
	% of Total Damage Reported	54.5%	

TABLE NO. 4

Reported Causes of Damage Considered Primarily Dependent on Box Quality

Item No.	Cause of Damage	No. Boxes Reported Damaged	% of Total Boxmakers Responsibility
17.	General Crushing Rubbing and Punctures	559	62.2
18.	Crushing Due to Stacking	263	29.3
19.	Open Manufacturers Joint	77	8.5
	Totals	899	100.0%
	% of Total Damage Reported	11.5%	

TABLE NO. 5

Reported Causes of Damage to Which Boxmakers, Shippers and Railroads Might Have Jointly Contributed

Item No.	Cause of Damage	No. Boxes Reported Damaged	% of Total
1.	Excessive Lengthwise Slack	1017	30.4
15.	Rough Handling of Car in Transit	1339	39.9
16.	Rough Handling During Loading	176	5.2
17.	General Crushing, Rubbing & Punctures	559	16.7
18.	Crushing Due to Stacking	263	7.8
	Totals	3354	100.0%
	% of Total Damage Reported	42.8%	





Beauty..Individuality

THAT'S WHAT YOU WANT IN YOUR PACKAGE..
THAT'S WHAT HEEKIN GIVES YOU...

HEEKIN CANS

WITH HARMONIZED COLORS

THE HEEKIN CAN CO. CINCINNATI 2, OHIO
EXPERT LITHOGRAPHERS OF METAL CANS SINCE 1901

METAL cans can be beautiful . . . as distinctively designed . . . as full of character . . . as individually styled as becomes your product. Some products do not lend themselves as much to a beautiful metal can as to a vigorous, strong colored can. At Heekin your metal packaging problems get attention from our top-flight designers through our production department. May one of our representatives call on you?

In addition to . . .
Circulars, Booklets, Labels, Enclosures, Ad Reprints, Sales Letters, Dealer Helps
We also do . . .
Commercial Printing
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Means More Sales
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Patriotic and Novelty Ribbons
Rib-O-Nit
Ready Made Bows • Rosettes
Largest Stock in the Middle West
R. C. TAFT CO.
428 W. RANDOLPH CHICAGO 6, ILL.

How To Make Hard Candies

(*Continued from page* 34)

the batch. If it shows no grain, too much inversion has taken place and candies will sweat quickly if exposed to air. To overcome this fault, add more sugar or lower the cook if it is possible to do so. Also check to see if too much water is being used in the batch as prolonged cooking increases inversion.

Hard Candy Colors

Several firms make and supply the confectionery industry with paste colors made especially for hard candies. Some candy makers prefer to mix their own color pastes.

Satisfactory results have been obtained with the following formulas:

8 oz. glycerine
8 oz. powdered sugar
1 lb. corn syrup

Heat until sugar dissolves. Add

4 oz. powdered color mixed with enough water to make a thin paste.

Mix until color is dissolved and fully incorporated into the sugar, etc., solution.

REMARKS: Do not use primary colors such as ponceau, erythrosine, etc., but use powdered colors diluted for confectionery use. The primary colors are too strong and will not dissolve in the amount

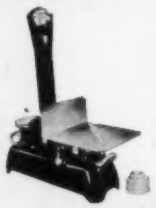
DETECTO SCALES

There's a precision-accurate Detecto Scale for your specific weighing and counting need. The Detecto helps increase production, yet assures you maximum accuracy by making slightest weight discrepancies immediately visible.

DETECTO-GRAM NEW PACKING SCALE

Another Detecto-Gram Scale for weighing your ingredients accurately. New Model #8800 brings to your heavy duty weighing jobs the mechanical accuracy previously found only in small scales. Capacity ¼ ounce to 60 lbs.

Write for Catalogue



DETECTO • SCALES • INC.
MAKERS OF FINE SCALES SINCE 1900
1704 MAIN STREET • BROOKLYN 1, N. Y.
SCALE ENGINEERS IN ALL PRINCIPAL CITIES

IDEAL WRAPPING MACHINES
FAST-EFFICIENT RELIABLE

CANDY manufacturers both large and small *prefer* IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with *dependable, uninterrupted operation.* In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



WRITE FOR COMPLETE SPECIFICATIONS AND PRICES

IDEAL WRAPPING MACHINE CO.
EST. 1906
MIDDLETOWN, N. Y. U. S. A.

Here's the NEW 1948
WRAP-O-MATIC Model RA

Complete with Automatic Card or Boat Former and Feeder



. . . FOR HIGHER SPEED, MORE ECONOMICAL WRAPPING OF CANDY BARS IN "DRESSED TO SELL" PACKAGES

The *New* 1948 Wrap-O-Matic Model RA is another big advancement in the automatic wrapping of fragile, regular or irregular shaped candy bars. The automatic card former and feeder is now an integral part of the machine which makes for a more compact, more practical unit.

High speed, economical wrapping of neat, trim packages is an outstanding feature of Wrap-O-Matic . . . up to 120 units per minute with savings as high as 75% in wrapping labor and 35% in wrapping material. With a reasonable volume of production Wrap-O-Matics pay for themselves in an unbelievably short period of time.

Take advantage of Wrap-O-Matic wrapping . . . reduce your wrapping costs . . . give your product that "Dressed to Sell" appearance. Send samples of your products and ask for illustrated literature.

SEE WRAP-O-MATIC IN OPERATION AT

17th AMA

PACKAGING EXPOSITION

APRIL 26-30 1948 CLEVELAND AUDITORIUM

BOOTH 602-603-B

LYNCH CORPORATION

Package Machinery Division TOLEDO 1, OHIO U. S. A.

FORMULAE

(*Continued from page 34*)

age of sugar and be cooked to a high temperature to give the desired crispness and ease of handling. Make an assortment of small pieces on a continuous cutter: straws (plain and filled), chips, baby cuts, etc. Pulled and clear candies make up the assortment. If a satin finish gloss is desired, give the candy only few turns on the pulling hook until it becomes opaque. Over-pulling will kill the gloss. Cool as quickly as possible after candies are spun out and cut. See general information in hard candy rules and specifications for ideal room temperature, etc. This formula can also be used for buttercup jacket, but better results are obtained by using the butter-cup formula below.

VACUUM PAN HARD CANDIES —OLD STYLE

STANDARD BATCH PROPORTIONS

60 lbs. sugar
40 lbs. corn syrup
Water to dissolve

In using the old style vacuum pan, suitable size batches of a premelt are made and cooked to approximately 235 degrees.

The vacuum pump is started and an amount of premelted syrup to fit the size pan used is drawn into the pan. The suction valve from premelt kettle to vacuum kettle is closed, and the batch receives its cooking from the steam in the coils surrounding the batch.

The usual cooking temperature is 265 to 270 degrees. The pump speed is regulated so that the desired temperature and a 16-inch vacuum are reached at the same time. The steam is then shut off and the pumping continues until a 25-inch vacuum is reached and maintained for two or three minutes.

There are variations on the above method where the batch is cooked to a lower temperature and the high vacuum held for a longer period of time. In any event, the purpose of the vacuum cooking is to reduce the moisture content of the batch and obtain peak dryness in the finished product.

The first method of cooking is preferred by the writer.

of water, sugar, glycerine, and corn syrup specified. Use distilled water or water that has been boiled before adding the color.

Vacuum Cooked Hard Candy

There are different types of vacuum cookers, and the cooking temperatures and methods vary for each type of cooker. In the old style vacuum pan, the batch is cooked under vacuum. In the continuous cooker the batch is cooked in the coils and deposited into receiving kettles, where it is subjected to a vacuum "pull" until ready to use. The batch for the Simplex cookers is cooked in open kettles under atmospheric pressure and the moisture removed by a vacuum pump.

One of the *advantages* of vacuum cooked candies is that more corn syrup can be used. Inversion of sugar causes discoloration. As a batch increases in cooking temperature, the inversion of the sugar increases also and discoloration takes place. Vacuum-cooked candies, being cooked at lower temperatures than open fire candies, would naturally be whiter, because less inversion takes place. As the temperature increases, inversion increases. It is for this reason that a larger percentage of corn syrup can be used. Vacuum-cooked candies also have a drier texture and will stand exposure to air better than open fire candies.

Unsatisfactory Results; Cause and Remedies

Various unsatisfactory results such as graininess, stickiness, etc., can be overcome if the remedies below are followed:

Graininess: Grained hard candies can be caused by (1) *not* dissolving sugar in sufficient water (coarse grain sugars need more water); (2) not using enough corn syrup, invert sugar or other "doctors"; (3) cooking high sugar content candies under too high vacuum; (4) vacuum kettle not clean before starting to cook the batch.

Stickiness: Sticky hard candy can be the result of (1) using too much corn syrup, invert sugar or "doctors"; (2) boiling batch too slowly (slow boiling inverts too much sugar); (3) using too much water prolongs the cooking; (4) cooking acid scrap in the batch; (5) using weak sugars such as used crystal syrup; (6) cooking under a too low vacuum; (7) allowing finished candies to be exposed to humid weather conditions; (8) scorching batch by forced cooking; (9) using too much salt.

Gloss: The gloss on filled or plain hard candies can be spoiled by (1) not cooling the finished goods quickly enough by sufficient dry air blast; (2) spinning table or batch warmer being too hot; (3) pulling batch too much (a few turns on the pulling hook is sufficient); (4) pulling batch while it is too hot; (5) forming equipment, such as rollers, etc., overheated; (6) center of filled goods too hot.

Filled Goods will crack while being formed in the cutting dyes if centers, batch or equipment is too cold. Low cooked batches with soft centers will stick to cutters or forming dies, especially if the jacket is thin. This condition can also be caused by the dies not being set close enough to seal fully the ends of the candies so that the centers will not leak.

Chewing Candies will grain if too much sugar is used (for tender chewing candies with full sweetness replace a part of the corn syrup content with invert sugar). *Stickiness* in chewing candies can be caused by using (1) too much corn syrup; (2) lack of fats; (3) too much water (use minimum amount necessary to dissolve the sugar); (4) by not using milk, starch or flour (wheat, rye or soya). Vegetable pectin cooked with the batch will reduce the tendency to sweat.

CONFECTIONERY BROKERS

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Confectionery
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Territory: New England

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S. P. ANTHONY
Manufacturer's Representatives
P. O. Box 1355—Phone 2-8469
READING, PENNSYLVANIA
Terr.: Pa., Md., Dela., Washington, D. C.

MICHAEL BRAUNSTEIN & CO.
6 Donaldson Road
BUFFALO 8, NEW YORK
Tel. Grant 6773
Manufacturer Representation featuring Bulk Candies, 5c bars and Novelties for Wholesale, Chain and Department Store Trade.
Terr.: New York State

ARTHUR M. CROW & CO.
407 Commonwealth Annex Bldg.
PITTSBURGH 22, PA.
Cover Conf. & groc. jobbers, chains, dept. stores, food distrs.
W. P., W. Va., & E. Ohio

FACTORY SALES COMPANY
Broad Street Bank Building
TRENTON, NEW JERSEY
Specialists in Specialties
Terr.: N. J., N. Y., Pa., Dela., Md., & Washington, D. C.

LETERMAN-GLASS INC.
Rockefeller Plaza—Phone CO-5-4688
NEW YORK 20, NEW YORK
Terr.: the entire U. S.

SAMUEL OPLER
Cocoa and Chocolate
30 Church St.—Phone Rector 2-5353
NEW YORK 7, NEW YORK

FRANKLIN RAY
100 Hilltop Road, Chestnut Hill
PHILADELPHIA 18, PENNSYLVANIA
Terr.: Pennsylvania and W. Virginia
Active coverage every six weeks

HERBERT M. SMITH
109-17 110th St.—Virginia 3-8847
OZONE PARK 16, NEW YORK
Terr.: New York State

IRVING S. ZAMORE
2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
28 Years Experience
Territory: Pa. & W. Va.

South Atlantic States

BUSKELL BROKERAGE CO.
1135 East Front Street
RICHLANDS, VA.
Contact Wholesale Groceries, Candy Jobbers and National Chains
Terr.: Va., W. Va., Eastern Tenn., and Eastern Kentucky

W. H. CARMAN
Manufacturers' Representatives
3508 Copley Road
BALTIMORE 15, MARYLAND
Terr.: Maryland; Wash., D. C.

JIM CHAMBERS
Candy Broker
17 Edgewood Avenue, S. E.
ATLANTA 3, GEORGIA
Terr.: Ga., Ala., and Fla.

WM. E. HARRELSON
Manufacturers' Representative
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr.: W. Va, Va., N. & S. Caro.

D. J. "JACK" HEADFORD
815 N. Atlantic Avenue—'phone 754J
DAYTONA BEACH, FLORIDA
Covering the State of Florida. Active coverage every four weeks on limited line of top-quality food and candy specialties

HUBERT BROKERAGE COMPANY
Candy and Allied Lines
3 Salesmen
Offices & Display Rooms
210-211 Candler Bldg.
ATLANTA, GEORGIA
Terr.: Florida, Georgia and Alabama
for 20 years

JOHNSON & SAWYERS
335 Burgess Building
JACKSONVILLE 2, FLORIDA
Confections & Allied Lines
Terr.: Ga., Fla., & Ala.

A. CARY MEARS
Candy and Specialty Items
P. O. Box 2476
GREENSBORO, NORTH CAROLINA
Terr.: Va., W. Va., No. & So. Caro.

ROY E. RANDALL
Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA, SO. CAROLINA
Terr.: N. & S. Carolina. Over 25 yrs. in area

SOX & ROBB
Manufacturers' Representative
Box 605
COLUMBIA, S. C.
Terr.: So. & No. Carolina
Over 16 years

H. H. SMITH
Box No. 1202
HUNTINGTON 14, WEST VA.
Candy, Marbles, School Tablets, Wax Papers, Stationery, Napkins
Terr.: W. Va. & Eastern Ky.

South Atlantic States (Contd.)

W. M. (BILL) WALLACE
W. A. (BILL) HANDLEY
Candy and Specialty Items
P. O. Box 471—111 Rutland Bldg.
DECATUR, GEORGIA
Terr.: Ga. & Fla.—Thorough Coverage

East No. Central States

EDWARD A. D. (Candy) BARZ
P. O. Box 385—LA PORTE, IND.
P. O. Box 512—OAK LAWN, ILL.
Covering Ill., Ind., Mich., Ohio, Ky., and W. Va.

H. K. BEALL & CO.
308 W. Washington St.
Phones RANdolph 1618-1628
CHICAGO 6, ILLINOIS
Territory: Illinois, Indiana, Wisconsin
25 years in the Candy Business

COLEMAN-SMITH BROKERAGE COMPANY
Formerly P. L. South Company
Confectionery Brokers
"Our Principals Are Our Recommendations"
Complete Wholesale and Retail Coverage for the State of Indiana
702 Odd Fellow Bldg. Phone Franklin 8492
Indianapolis 4, Indiana

CHARLES R. COX COMPANY
1428 Erie Boulevard
SANDUSKY, OHIO
Territory: Ohio, Michigan, and Indiana

ROGER ETTLINGER
Phone UNiversity 2-6737
18300 Pennington Avenue
DETROIT 21, MICHIGAN
Terr.: Entire state of Michigan

M. H. GALFIELD COMPANY
225 E. Detroit St.
MILWAUKEE 2, WISCONSIN
Terr.: Wis., upper Mich. & N. Ill.
(Only reliable accounts solicited)

WALTER M. GREESON CO.
101 Smith Street
FLINT 3, MICHIGAN
"We Are At Your Service Always—And All Ways"
Terr.: Michigan. Estab. Since 1932

BERNARD B. HIRSCH
229 E. Wisconsin Ave.
MILWAUKEE 2, WISCONSIN
Terr.: Wis., Ia., Ill. (excluding Chicago) Mich. (Upper Penn.)

JERRY HIRSCH
Candy & Specialty Items
823 N. Lamon Avenue
CHICAGO 51, ILLINOIS
Terr.: Wis., Iowa, Mich.

DONALD A. IKELER
2029 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

HARRY KISSINGER
Candy—Novelties—Specialties
3846 McCormick Ave.—Phone Brookfield 9691
HOLLYWOOD, ILLINOIS
Terr.: Ohio, Mich., & Ind.

CONFECTIONERY BROKERS

East No. Central States (Contd.)

G. W. McDERMOTT
100 North Raymond St.—Phone 382
MARINETTE, WISCONSIN
Terr.: Wisc. & Upper Mich.—covered every five weeks

WM. C. MITHOEFER
6210 Tyne Avenue
CINCINNATI 13, OHIO
We specialize in cigars, candies, specialties and novelties

OWEN BROKERAGE COMPANY
Non-competitive lines only
814 No. Church St.—Phone 355W
RICHLAND CENTER, WISC.
Terr.: Wisconsin & Upper Penn. of Mich.

JACK WILSON PEIFFER
Manufacturers' Representative
54 W. Burton Place
CHICAGO 10, ILL.

ARTHUR H. SCHMIDT CO.
524 Rockefeller Building
CLEVELAND 13, OHIO
Terr.: Ohio. Member Nat'l. Conf. Salesmen Ass'n. Buckeye Candy Club

SOMMER & WALLER
Manufacturers' Representative
8336 Maryland Ave.—Vin. 7174
CHICAGO 19, ILLINOIS
Serving Metropolitan Chicago Sales Area for 25 Years

WARREN A. STOWELL & ASSOCIATE
Phone TRIangle 1265
7943 So. Marshfield Ave.
CHICAGO 20, ILLINOIS
Terr.: Chicago, Greater Chicago radius incl. Milwaukee, Wis.

C. H. THOMPSON
1421 Sigsbee St., S. E.
GRAND RAPIDS 6, MICHIGAN
Territory: Michigan only

WAHL BROKERAGE
Manufacturers' Representative
3813 N. Cramer St.
MILWAUKEE 11, WISCONSIN
Terr.: Mich., Ind., Ill., Wis., part of Iowa and Minn.

WALTERS & COMPANY
Complete Brokerage Service
2407 N. Meridian Street
INDIANAPOLIS 4, INDIANA

W AND W SALES
1627 West Fort Street
DETROIT 16, MICHIGAN
Covering Michigan Completely With Quality Merchandise
Al. Williford

R. L. YATES
Candy Manufacturers' Representative
P. O. Box 82, College Park Station
DETROIT 21, MICHIGAN
Phone DA 6227
Territory: Michigan

East So. Central States

FELIX D. BRIGHT
Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Alabama, Mississippi, Louisiana

J. L. FARRINGER
-1900 Cedar Lane, Phone 8-8470
NASHVILLE 2, TENNESSEE
Established 1924
Terr.: Tenn., Ky., & W. Va.

PAUL JOHNSON AND CO.
Manufacturers' Representatives
Day Phone 1—Box 270—Night Phone 2420
CAMPBELLSVILLE, KY.
Candy, Crackers, Cookies, Cigars, and Specialty Items
Terr.: Ky. and Tenn.

West No. Central States

GEORGE BRYAN BROKERAGE CO.
410 Walnut Bldg.
DES MOINES 9, IOWA
Consistent and thorough coverage of wholesale candy and tobacco, wholesale grocery, chain store trade in central, eastern Iowa

ELMER J. EDWARDS
Candy Broker
3933 Elliott Ave., So.—Phone Colfax 9452
MINNEAPOLIS 7, MINN.
Terr.: Minn., N. & S. Dak.—Special attention given to Twin City trade

ERICKSON BROKERAGE CO.
Manufacturers' Representative Since 1930
334 North First Street
MINNEAPOLIS 1, MINNESOTA
Terr.: Minn., N. D., S. D., W. Wis.

GRIFFITHS SALES COMPANY
707 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2, MISSOURI
We specialize in candy and novelties.
Terr.: Mo., Ill., and Kan.

LEON K. HERZ
1290 Grand Ave., Emerson 7309
ST. PAUL 5, MINN.
Terr.: Western Wis., Minnesota, North and South Dakota

HUTCHINS BROKERAGE CO.
218 Third Ave., N.
MINNEAPOLIS 1, MINNESOTA
Terr.: Minneapolis and Adj. Terr.

THE ADOLPH MERTENS CO.
P. O. Box 433, Davenport, Iowa
MANUFACTURERS' REPRESENTATIVES
CANDY & SPECIALTIES
Serving the State of Iowa, Western Neb. and Ill. border towns

N. VAN BRAMER SALES CO.
3844 Huntington Ave.
MINNEAPOLIS 16, MINNESOTA
Territory: Minn., N. Dak., S. Dak., Ia., Neb.
Coverage every six weeks
Resident Salesman in Omaha, Neb.

West So. Central States

H. L. BLACKWELL COMPANY
Emery Way at Sunset Drive
EL PASO, TEXAS
Phone: 3-0503
Terr.: Tex., N. Mex., and Ariz.

J. J. BOND & COMPANY
1840 Hill Crest—Phone 7-1800
FORT WORTH 7, TEXAS
Territory: Texas and Oklahoma

S. D. CARTER COMPANY
Merchandise Brokers
Box 217
SHREVEPORT, LA.
Terr.: La., Ark., & E. Texas

W. S. STOKES
Broker & Agent
BATESVILLE, ARKANSAS
Candy - Novelties - Specialties
Terr.: Arkansas—Accounts' solicited

Mountain States

E. G. ALDEN & COMPANY
Box 5014 Term. Sta.—Phone Lakewood 599W
DENVER 17, COLORADO
John Alden traveling—Colo., Wyo., Mont., and Western Nebraska

REILLY ATKINSON & CO., INC
Confectionery & Food Products
SALT LAKE CITY, U.—BOISE, IDA.
Terr.: U. & Ida., with contiguous sections of adjoining states.

CAMERON SALES COMPANY
5701 East Sixth Ave.
DENVER 7, COLORADO
Candies and Allied Lines
Terr.: Colo., Mont., Idaho, Utah, N. Mex.

T. J. LANPHIER COMPANY
Confectionery and Food Products
BILLINGS BUTTE GREAT FALLS
(General Office)
Territory: Montana & Northern Wyoming
Established 1907

MERRILL SALES COMPANY
313 East Catalina Drive
PHOENIX, ARIZONA
Frequent and Intensive Coverage of Arizona and New Mexico

FRANK X. SCHILLING
Confectionery and Novelty Items
Box 416—Phone 2-3540
BUTTE, MONTANA
Complete coverage of all wholesale chain and department store distributors in Montana and Northern Wyoming.

VICK SALES COMPANY
316 East Van Buren
PHOENIX, ARIZONA
"Serving the State of Arizona"

HARRY YOUNGMAN BROKERAGE COMPANY
Box 1619
DENVER 1, COLORADO
Territory: Colo., Wyo., Utah, Idaho, Mont.

CONFECTIONERY BROKERS

Pacific States

GENE ALCORN & CO.
1340 E. 6th Street
LOS ANGELES 1, CALIFORNIA
383 Brannan Street
SAN FRANCISCO 7, CALIF.
Territory: State of California

BELL SALES COMPANY
100 Howard Street
SAN FRANCISCO 5, CALIFORNIA
Candy & Food Specialties
Terr.: Calif., Reno, Nev., Hawaiian Islands

JOHN T. BOND & SON
637 S. Wilton Place—Phone Federal 6028
LOS ANGELES, CALIF.
Territory: Pacific Coast
Our 28th Year in Candy and Food Field

CARTER & CARTER
Confectionery Mfr's. Agents. Established with Industry since 1901.
91 Connecticut St.—Phone: Main 7852
SEATTLE, WASHINGTON
Terr.: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

MALCOLM S. CLARK CO.
1487½ Valencia St.—No. Cal.; Nev.; & Hawaii
SAN FRANCISCO 10, CALIF.
923 E. Third St.—Southern California
LOS ANGELES 13, CALIF.
1238 N.W. Glisan—Oregon
PORTLAND, OREGON
915 Terminal Sales Bldg.—Wash., N. Idaho
SEATTLE 1, WASH.
3621 Nations Ave.—Ariz., New Mex., W. Texas
EL PASO, TEXAS

Pacific States (Contd.)

J. RAY FRY & ASSOCIATES
420 Market St.—Phone Garfield 7690
SAN FRANCISCO, CALIF.
Terr.: Calif., Ore., Wash., Mont., Ida., Utah, Wyo., Nev., Ariz.

CHARLES HANSHER
112 W. Ninth Street
LOS ANGELES 15, CALIFORNIA
Personal contacts with chains, jobbers, syndicates & dept. stores throughout Calif., Ore., & Wash.

HARTLEY SALES COMPANY
GEORGE W. HARTLEY
742 S. W. Vista Avenue—Phone: ATwater 5800
PORTLAND 5, OREGON
Territory: Oregon, Washington & Idaho

KESSLER BROTHERS
739 Market St.—Tel. Garfield 7354
SAN FRANCISCO 3, CALIF.
Terr.: 11 Western States, Army & Navy, Export Wholesale Jobbing and Retail coverage for Quality Manufacturers.
Offices, S.F.—L.A.—Portland,—Honolulu
Established 1925
Sidney H. Kessler—Theodore D. Kessler

I. LIBERMAN
SEATTLE 22, WASHINGTON
Manufacturers' Representative
1705 Belmont Avenue
Terr.: Wash., Ore., Mont., Ida., Utah, Wyo.

Pacific States (Contd.)

HARRY N. NELSON CO.
112 Market Street
SAN FRANCISCO 11, CALIF.
Established 1906. Sell Wholesale Trade Only.
Terr.: Eleven Western States

GEORGE R. STEVENSON CO.
302 Terminal Sales Building
SEATTLE, WASH.
Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

L. J. THOMPSON
Terminal Sales Building
SEATTLE 1, WASH.
Terr.: Ore., Wash., W. Idaho

JERRY W. TURMELL COMPANY
4127 Crisp Canyon Rd.—State 44713
SHERMAN OAKS, CALIFORNIA
(20 minutes from Los Angeles)
Terr.: Calif., Associates at Hawaii, Philippines and China. Established since 1932.

RALPH W. UNGER
923 East 3rd Street—Phone: Trinity 8282
LOS ANGELES, CALIFORNIA
Ter.: Calif., Ariz., N. Mex., West Tex., Nev.

S. E. "JACK" WAGER
(For California coverage)
166 So. Central Ave.
LOS ANGELES 12, CALIFORNIA

WITENBERG-ROSS
24 California St.—Phone: Exbrook 7973
SAN FRANCISCO 11, CALIFORNIA
315 West Ninth St.—Phone Trinity 7159
LOS ANGELES 15, CALIFORNIA
Terr.: Calif., Arizona, Nevada & Export

Presstime Reports

• **Milwaukee Boston Store:** Oscar Kaye, candy buyer, has resigned and plans to manufacture candy. Mrs. Kay Mansfield is replacing Mr. Kaye. Mrs. Mansfield was formerly with Hudson's, of Detroit, and the May Stores, in Los Angeles.

• **Gum Products, Inc.:** A national advertising campaign offering youthful bubble gum chewers suggestions of gum etiquette is being conducted. Aims are (1) to create additional sales of the firm's "Chu-Mor Gum" and (2) create parental good will toward the gum.

• **Universal Match Corp.:** William O. Pitcock is appointed district manager for Indiana, and Jack Wilkerson is named district manager for Louisiana and Southern Mississippi.

• **George Lueders & Co.:** Paul L. Cooley, with Lueders & Co. for 17 years, has been named manager of the company's San Francisco branch to replace Robert E. Desmond, who retired March 1.

• **Wm. J. Stange Co.:** Appointment of C. A. Wood to managership of West Coast operations for the Stange Co. is announced.

• **Monsanto Chemical Co.:** Upon retirement last month of Samuel W. Allender, assistant to the Monsanto Co. president since 1930, Charles W. Downs was named to the post in the company's general offices in St. Louis.

• **Polak & Schwarz, Inc.:** Adolph Schwarz, president of both N.V. Polak & Schwarz' Essencefabrieken, of Zaandam, Holland, and of Polak & Schwarz, Inc., the American company, recently arrived in the U. S. on the "Nieuw Amsterdam" for a three months' stay in this country. Mr. Schwarz officially opened the new addition to the firm's of ices and laboratories in New York. On his second trip to the U. S. since the end of the war, Mr. Schwarz feels that "definite progress has been made in the economic situation and that the future holds much promise for the development of closer relations between Holland and the U. S." The parent company in Holland will celebrate its 60th anniversary early next year.

• **Union Pacific Railroad:** Governors of 11 Western states and G. F. Ashby, UP president, are writing the 1948 series of ads for the railroad. Mr. Ashby's ad appeared in the March issue of THE MANUFACTURING CONFECTIONER and was themed "Industry Is on the Move Westward." Ads written by the governors will be on stationery of the governors and will feature a letter addresed "To American Industry."

• **B. W. Dyer & Co.:** Appointment of three companies as corresponding broker representatives is announced. The firms are: James Hutchinson & Sons, St. Louis, Mo.; Dickensheets-Potter Co., Portland, Ore.; and Harry L. Odend'hal & Co., Seattle, Wash.

The MANUFACTURING CONFECTIONER'S Clearing House

POSITIONS WANTED

All-around candy-maker seeks position as instructor for recruits and consultant for high grade retail or wholesale business. Can give new items and formulae and demonstrate fully. Can give unquestionable references from nationally-known firms. Box A-488, **The Manufacturing Confectioner.**

Position Wanted: Well versed in manufacturing and merchandising of candy. Available immediately, either as a buyer or in charge of production creating fine packaging; also experienced in supermarkets and retail chains. Free to go anywhere. Box A-489, **The Manufacturing Confectioner.**

Candy Plant Executive available. Take complete charge factory producing high grade chocolates. Thorough knowledge all production departments. Adept in the design of specialty pieces and in packaging. Diversified experience in purchasing, sales, training and supervising of employees. Experienced in all phases of retail store operations. Aggressive, quick thinker, and hard worker. Interested only in connection with progressive firm willing to compensate liberally for excellent producer. Young, married with children. Excellent references. Box B-482, **The Manufacturing Confectioner.**

First Class Enrober Operator with 20 years experience, desires position with reliable firm. Available immediately. Box A-482, **The Manufacturing Confectioner.**

HELP WANTED

Wanted: Hard candy-maker for new enterprise. Good salary plus percentage. Steady position, wonderful opportunity for right man. Also, good candy-maker for high class store. London Pecan Co., 256 Central Ave., Hot Springs, Ark.

Wanted: By leading Texas manufacturer, Production Superintendent with a full knowledge of wrapped caramels specializing in specialty penny caramels, capable of handling high speed production with many years experience. Good opportunity for man with right qualifications. Texas Candy & Nut Co., McKinney, Texas.

Wanted: Superintendent wanted for good-sized candy factory in New England. Must have practical candy-making experience. Real opportunity for right man. State experience for past 15 years, age and salary desired. Box C-482, **The Manufacturing Confectioner.**

HELP WANTED (Contd.)

SUPERINTENDENT

SPLENDID OPPORTUNITY in the West for man experienced in the manufacture of high quality package chocolates who is now holding position as Assistant Superintendent or Superintendent to take over position in our package goods factory. State salary expected, previous experience and places worked in past ten years. Box TF-1271, The Manufacturing Confectioner.

Wanted: Leading manufacturer of stick candies, seasonable novelties, fancy candy gift baskets, walking canes, etc., desires factory salesmen in several territories. Apply direct to Whitson Candy Co., Knoxville 24, Tenn.

MACHINERY WANTED

Wanted: One good used enrober with bottomer and cooling tunnel; one 150 lb. chocolate melter; one 100 lb. pulling machine. Please state condition and price. Dutch Maid Candy Co., Holland, Mich.

Wanted: One Model E Friend hand roll machine, one four-foot ball cream beater, two steel slabs 3 x 6 ft. Must be late model, good condition. Betty Dixon Candies, Inc., Jamestown, N. Y.

Wanted: Ball machines, sucker machines, plastic machines, Reed or Hobart beaters. Lusk Candy Co., Davenport, Ia.

Wanted: Lollypop wrapping machine. Serviceable or repairable. State price and condition. Box A-485, **The Manufacturing Confectioner.**

Wanted: Used ten pump bar to fit No. 2 National Depositor. Reply to Jackson Chocolate Co., 1243 West 3rd St., Cleveland 13, Ohio.

Wanted: Hollow chocolate novelty machinery. Mold filling machine, tumbling machines, 500 lb. melting kettles, and various hollow molds. Box A-481, **The Manufacturing Confectioner.**

MACHINERY WANTED (Contd.)

Wanted: Starch trays for wood mogul. Model A. Must be in fair condition. Box C-481, **The Manufacturing Confectioner.**

WANTED
YOUR IDLE MACHINERY
WILL BUY FROM SINGLE ITEMS TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.

THE KEY TO SAVING TIME AND MONEY
PRODUCTS COMPANY, INC.
15-21 PARK ROW NEW YORK 7, N. Y.

MACHINERY FOR SALE

For Sale: Need the space, for sale at sacrifice prices: Four factory dry popcorn poppers, gas fired, less ¼ H.P. motor, $50 each (Kingery etc. 2-4 lb. cap.) One 500-gal. copper-lined seasoning tank for popcorn, $50. Two one-bag cap. peanut fryers, both for $100 or one for $75. One heavy duty Ideal caramel cutting and wrapping machine complete with automatic batch feed, $1,200. Two 80-qt. Hobart beaters, $500 each. One Krimpac bar wrapping machine with 12' extension, $1,000. One marshmallow beater, $200. Four sets of two-each automatic stirring machines for peanut brittle, etc., $400 each, set of two. Address Whitson Candy Co., Knoxville 24, Tenn.

For Sale: Two Lynch Wrap-O-Matic wrapping machines in excellent working condition used less than 100 hours. One machine will wrap a 3¾ by 1¼ by ⅞, and the other will wrap a 4¾ by 1⅝ by 1¼. Machines equipped with electric eyes and can be used with or without innerwrap, also extension conveyor built by Lynch for either machine, plus miscellaneous extras, $6,000 each. Have large stock of chocolate board and innerwraps for above machines which will be sold at a savings. Address College Town Candies, Inc., Pittsburgh 24, Pa.

For Sale: Carey 12-pot cocoa butter press, horizontal hydraulic type. Also, Lehmann melanger, six-foot granite base; also, model U wrapping machine, manufactured by Package Machinery Co., Springfield. All machines in very good condition. Address Box B-481, **The Manufacturing Confectioner.**

BUY UNION

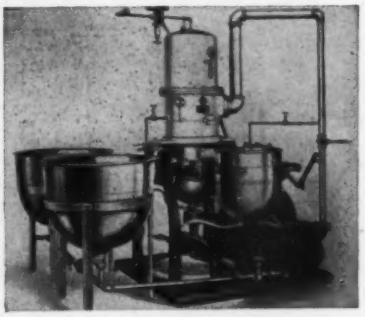
Rebuilt Machinery

Established 1912

Rebuilt Machinery

Immediate Delivery

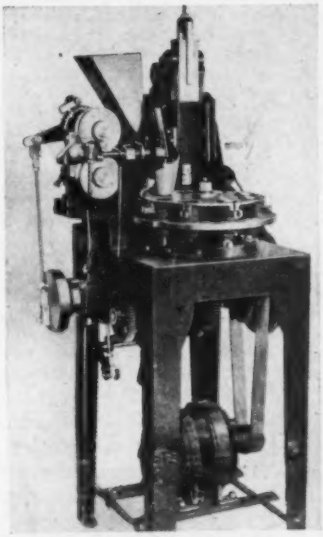
BIG SAVINGS



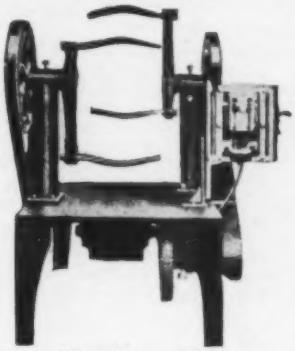
National Equipment Continuous Cooker



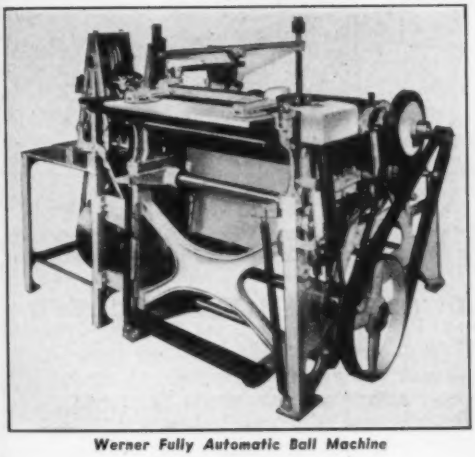
National Equipment Fully Automatic Wood Mogul with AC Depositor



Racine Model M Die Pop Machine

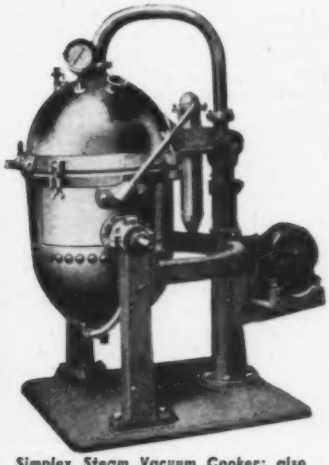


Hildreth Form 3 Puller

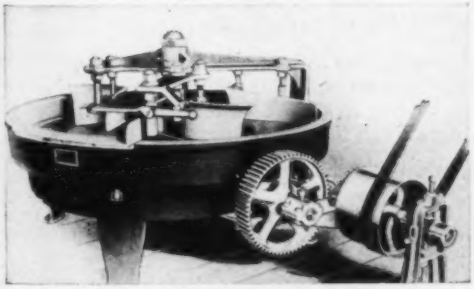


Werner Fully Automatic Ball Machine

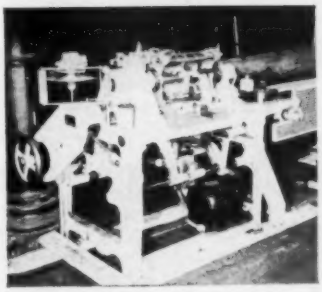
...On Hand...
Large Selection
-All Types
-All Sizes



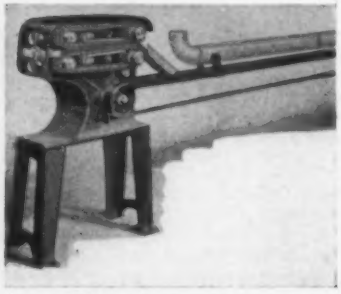
Simplex Steam Vacuum Cooker; also Gas-fired



Dayton 5' Cream Beating Machine



KH Long Salt Water Taffy Cutting & Wrapping Machine



Hohberger Continuous Hard Candy Cutting Machine

UNION CONFECTIONERY MACHINERY CO., Inc.

318-22 Lafayette St. Cable Address: "CONFECMACH" New York 12, New York

Premium Prices Paid
For Your Used Machinery
Write or Wire Details

The MANUFACTURING CONFECTIONER'S Clearing House

MACHINERY FOR SALE (Contd.)

For Sale: One chocolate melter, steam jacketed; one Miller cellophane wrapper, $125. Box A-487, **The Manufacturing Confectioner.**

For Sale: Two Savage caramel cutters, motor-driven, with motors, $450 each. One Mills sizer motor-driven, without motor, $250. One Racine nougat cutter, motor driven with motor, $350. One Racine sizer, reversible type, motor driven, with motor, $450. Two Racine sucker machines with extra rolls, $750 each. One Century one-barrel dough mixer, motor driven with five H.P. motors, $450. Above equipment is in excellent working condition. Address College Town Candies, Inc., Pittsburgh 24, Pa.

For Sale: Two hard candy drop machines. Each with three sets of rollers of size 6" by 6". Other machine 4" by 7", plus conveyor belt with hood and blower, price $750 for each machine. Apply Garden of Sweets, 69-71 Featherbed Lane, Bronx 52, New York.

For Sale: One 80-gal D.A. steam-jacketed copper kettle caramel cooker; new; bottom drawoff, V-belt pulley and clutch. Address Russell Stover Candies of Kansas City, 1208 Main St., Kansas City 6, Mo.

For Sale: Swedish stainless steel conveyor belt: 8 lengths from 100-600 ft., 32 inches wide, .025 inch thick; 7 lengths from 100-500 ft., 24 inches wide, .024 inches thick; 1 Kathabar dehumidification unit, 1 Lynch Wrap-O-Matic wrapping machine for candy bars. 1 DF Package wrapping machine. All brand new. Bargain. Not a dealer. Box A-4810, **The Manufacturing Confectioner.**

PLANT FOR SALE

For Sale: Modern candy plant complete with equipment for manufacturing line of package and bulk goods. Jellies, creams, chocolate coated goods. Main items equipment two 24" chocolate coaters, Mogul, starch trays, six 500-lb. chocolate melters, cream and marshmallow beaters, etc. 50,000 sq. ft. floor space, two railroad sidings, sprinkler, modern building. Located in central Ohio. All equipment operated until recently. Box A-483, **The Manufacturing Confectioner.**

SALES LINES WANTED

Wanted: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candler Bldg., Atlanta, Georgia.

SALES LINES WANTED (Contd.)

Wanted: Candy and allied lines on brokerage basis for wholesale jobbing and chain trade in Virginia and the Carolinas. Box TF-482, **The Manufacturing Confectioner.**

Wanted: Line of flavoring and extracts for bakeries and ice cream manufacturers. Box TF-481, **The Manufacturing Confectioner.**

OPPORTUNITY FOR SALE

When you use the classified section of "M.C.", you can be certain that you are reaching the greatest number of interested people for the least possible cost to you. What have you to offer? You can move it faster in these columns. Rates are only 35 cents per line.

MISCELLANEOUS

For Sale: 60 Barrels of 1400's dipping cherries in syrup, processed by one of the oldest firms in the country. Box A-486, **The Manufacturing Confectioner.**

MISCELLANEOUS (Contd.)

For Sale: Essential Oil of Peppermint, twice rectified, U.S.P., in 25 lb. manufacturer sealed tins, Felton Chemical Co. 23 tins, Fritzsche Bros., Inc. 4 tins, W. J. Bush & Co. 24 tins. Unit price per tin, quote your offer F.O.B. New York. Box B-282, **The Manufacturing Confectioner.**

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths — Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond — **Robert I. Brown**

"At Your Service"

74 E. 28th St., Chicago 16, Illinois

CLASSIFIED ADVERTISING

For the Convenience of Our Readers

The Manufacturing Confectioner's classified section is designed to aid candy men in obtaining or disposing of used equipment, services and miscellaneous items. You will find that it pays to read and use the classified section.

In replying to classified ads with box numbers, please address letters to: Box Number, The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Classified rates are 35c per line or 70c per line for bold face type. If special type sizes, extra white space or borders are desired, rates are $6 per column inch for one insertion or $5 per column inch for two or more insertions.

Minimum insertion in the Classified Advertising section is three lines.

Please specify the section in which the ad is desired to be placed.

Classified rates are not subject to advertising agency discounts.

THE MANUFACTURING CONFECTIONER

400 W. Madison Street — **Chicago 6, Illinois**

Confectionately Yours

TO ALL ITS many other attributes, candy can now add the power of making the wheels of justice run smoother. In New York's Municipal Term Court, Corporation Counsel Bernice Rogers found the wailing of babies a difficult obstacle to legal proceedings, as the court sought to decide on "no heat" cases pressed by numerous tenants against their landlords. Next day Miss Rogers brought along two boxes of 160 lollipops, which she distributed where it "would do the most good," and the court was again in order.

* * *



KAY KYSER peers around world's largest bag of popcorn (made of Sylvania cellophane) at Miss Popcorn of 1948.

AT THE FARMERS MARKET, in Los Angeles, Taffy Puller Rich, who mans one of the Brock's candy kitchens, is drawing crowds with his 20-minute performance. With footwork beautiful to watch, we're told, Mr. Rich takes aim with the taffy at a large hook on the wall of his glassed-in kitchen, hurls it accurately, springs at it, puts a headlock on it, and strains backward.

The man vs. taffy show is reported even better than automatic taffy pulling machines which keep people watching for hours.

* * *

CANDY PLAYED a fine part in the special Leap Year Day in Aurora, Ill. With women running the city for the day, bachelors apprehended by the police (also women) were brought before a magistrate (another woman) and fined for bachelorhood. Fines included candy, of course.

Advertisers' INDEX

*Ambrosia Chocolate Co. 63
American Dry Milk Institute, Inc. ..Mar. '48
*American Food Laboratories, Inc. ..... 3rd Cover
*American Machine & Foundry Co. 38
American Maize Products Co. ..... Feb. '48
*Amsco Packaging Machinery, Inc. ..... Jan. '48
Angermeier, T. H. & Co. ..... 4th Cover
Anheuser-Busch, Inc. 7
Animal Trap Co. of America 67
*Armour & Co. 12
Aromanilla Co., Inc. 53

Basic Industries, Inc. ..... Feb. '48
*Berry Copper Works, A. 48
*Blanke-Baer Ext. & Pres. Co. 8
Brown Instrument Co. ..... Mar. '48
Blumenthal Bros. ..... Feb. '48
Bulkley, Dunton & Co., Inc. ..... Mar. '48
Burckhalter, Inc., C. W. 60
Burke Products Co., Inc. 10
Burrell Belting Co. 41

California Fruit Growers Exchange 6, 11, 29
Camp, Wm. A., Co., Inc. 54
Carter, Rice & Co., Corp. ..... Mar. '48
Central Soya Co., Inc. 15
Chocolate Spraying Co. 44
*Clinton Industries, Inc. 3
*Cochrane Corp. 20
*Confection Machine Sales Co. 49
Consolidated Products Co., Inc. 76
*Corn Products Sales Co. 28
Currie Manufacturing Co. ..... Feb. '48

Dairyland Milk Corp. 53
Davis & Co. 52
Detecto Scales, Inc. 70
Diamond Cellophane Products 78
Dispersion Equipment Sales Co. 46
Dodge & Olcott, Inc. ..... Mar. '48
Dow Chemical Co. 22
Dreyer, Inc., P. R. ..... Jan. '48
Dubin, R. M. 36
Durkee Famous Foods, Div. of Glidden Co. 19
Dyer & Company, B. W. 56

*Economy Equipment Company 44
Ever Ready Label Corp. ..... Feb. '48
Extrin Foods, Inc. 57

*Felton Chemical Company, Inc. ..... 2nd Cover
Ferbo Company 54
*Florasynth Laboratories, Inc. 59
Friend, Harry L. 45
*Fritzsche Brothers, Inc. 4
Funsten & Company 26

Garden Fruit Specialties Co., Inc. ..Feb. '48
Gaylord Container Corp. ..... Mar. '48
Glidden Company 6, 19
Greer Co., J. W. ..... Mar. '48

*Handler and Merckens 28
Heekin Can Co., The 69
Hooton Chocolate Co. 56
Hubbert Inc., B. H. & Son ..... Jan. '48
Hubinger Co., The ..... Mar. '48

Ideal Wrapping Machine Co. 70

Johnson Co., H. A. 62

*Kohnstamm, H. & Co., Inc. 30
Krieger Printing Co. 70

Land O'Lakes Creameries, Inc. 23
Lehman Company, Inc., J. M. 42
Lynch Package Machine Corp. 71
*Lueders & Co., George 61

Magnus, Mabee & Reynard, Inc. 17, 18
Manufacturing Confectioner Pub. Co. 16
*Merckens Chocolate Co., Inc. 28
Metropolitan Pool Car Associates 68
Mill River Tool Co. 39
Mills & Bro., Inc., Thos. 40
Minneapolis Honeywell Regulator Co. ..... Mar. '48
Monsanto Chemical Company ..... Mar. '48

National Equipment Co. 43
*National Food Products Co. 62
National Sugar Refining Co. 21
*Neumann-Buslee & Wolfe, Inc. 54
Norda Essential Oil and Chemical Co., Inc. 27

Oakite Products, Inc. 46

Package Machinery Company 64
Pack-Rite Machines ..... Feb. '48
Penick & Co., S. B. 63
*Penick & Ford, Ltd., Inc. 62
*Peter Partition Corp. ..... Feb. '48
Pfizer & Co., Inc., Chas. 25
Phillips Co., Inc., Charles R. ..... Mar. '48
*Pitt & Sons Co., The C. M. 52
Polak's Frutal Works, Inc. 13

Regal Mfg. Co. ..... Mar. '48
Riegel Paper Co. ..... Feb. '48
*Ross & Rowe, Inc. 22
Royal Metal Mfg. Co. 47

*Savage Bros. Co. 50
*Sennett-Herr Co., Inc. 24
Shumann Equipment Co. ..... Mar. '48
Solway Sales Division, Allied Chemical & Dye Corp. ..... Mar. '48
Speas Company 22
Spencer Kellogg & Sons, Inc. 61
Stange Co., Wm. J. ..... Mar. '48
Stehling Co., Chas. H. 42
*Sweetnam, Geo. H., Inc. ..... Feb. '48
Swift & Co. ..... Mar. '48
*Sylvania Div., American Viscose Corp. ..... Mar. '48

Taft, R. C., Co. 70
Tranin Egg Products Co. ..... Mar. '48

Union Confectionery Machinery Co., Inc. 77
Union Pacific Railroad 14

*Vacuum Candy Machinery Co. 48
Voorhees Rubber Mfg. Co., Inc. 48
Voss Belting & Specialty Co. ..... Mar. '48

Warfield Chocolate Division 60
Weinman Brothers, Inc. 68
Werner, John & Sons, Inc. 40, 47
W-E-R Ribbon Corp. 54
West Disinfecting Co. ..... Mar. '48
Western Confectionery Salesmen's Assn. 68
Wilbur-Suchard Chocolate Co., Inc. ..... Mar. '48
Wire Belt Co. of America ..... Feb. '48

*For Detailed Reference Data, See The 1947 Blue Book.

EDITORIAL

Council on Candy Plans Expanded Promotion

ALL INDICATIONS POINT toward a highly successful 1948 Council on Candy fund drive, says Oscar G. Trudeau, Trudeau Candies, Inc., 1948 chairman of the Council committee. At the end of February, voluntary subscriptions have totaled $71,921, approximately 54 per cent higher than the $46,000 total reported for the end of the first two months of the 1947 drive.

"These subscriptions attest to the fact that the confectionery industry believes in and is willing to support the aggressive advertising and promotional programs conducted by the Council on Candy," states Mr. Trudeau. "As a result of a highly successful 1948 fund drive, the Council will be able to expand its promotional activities in the interests of the entire candy industry, as planned, in advertising, in publicity, and in its informational-educational programs to American schoolchildren.

"Again this year, key industry members will coordinate the efforts of the Council committee in fully supporting the '48 fund raising campaign throughout the United States. Our 1948 'team' of regional managers has been selected, and final preparations have been drafted to assure a successful drive for this year. The confectionery industry must continue to support the Council's efforts, for its promotional activities are becoming more vital to us, as an industry, with each passing day."

Funds subscribed by the industry will be utilized to promote candy products with educational programs directed to American schools through the Council film "Candy and Nutrition," as well as through distribution of kits of informative charts and teaching aids based on industry facts and statistics. Dramatic four color page ads will appear monthly in the *Saturday Evening Post* during 1948, as well as 114 advertisements directed to professional groups through 19 medical journals and 18 ads appearing in the three leading home economics and educational publications. Funds will also be used to industry advantage to increase the Council on Candy publicity-public-relations program, which supplies candy news releases, feature articles, scripts, and photographs to leading trade publications, newspapers, magazines, and radio stations throughout the nation.

Candy Sales Picture Changes Across Nation

ACROSS THE NATION buyer resistance is changing the candy sales picture. Sales of higher-priced box candies, bulk chocolates, and off-brand bars are slipping. And new sales records rung up by previously scarce items and Easter specialties have not been an adequate offset. As The Wall Street Journal depicts the situation, "sour spots are developing in the sweets business."

A plentiful supply of jelly beans, chocolate bunnies, cream-filled eggs, and other Easter candies is counted on to gives sales a lift. Meantime—although big name bars, coconut pieces, and peppermints are reported fast movers—some firms are still trying to sell heart-shaped boxes ignored on St. Valentine's Day. In a Chicago railroad station, for example, a well known manufacturer's packages were offered for several weeks at half the former price. In Washington, D. C., a drug chain marked down one-pound heart-shaped boxes from $1.25 to 89 cents.

Responding to price resistance, some firms have cut prices. To move surplus stocks, one bulk chocolate manufacturer reduced his wholesale price from 45 cents to 24½ cents a pound. Peanut brittle that did not sell at Christmas is being sold at prices 50 per cent below holiday levels in some areas. A nationally known line of box chocolates usually sold at 98 cents a pound has been marked down to 49 cents in a Washington, D. C. drug chain.

And responding to the changes in sales, both production and employment have slackened. In Chicago "No Help Wanted" signs have appeared again. Shutdowns of a week or so have been reported in Chicago and in Milwaukee. In San Francisco one firm has dropped from a seven-day week to a five-day week and from two shifts to one since Christmas. On the other side of the picture, one large Chicago firm reports absenteeism now dropped to 4 per cent as compared with 25 per cent last year.

Reasons for the changing sales pictures are many. As was indicated in the March issue of THE MANUFACTURING CONFECTIONER, in an editorial, buyers are becoming more discriminating. The Wall Street Journal, in its survey, found high prices a major complaint. Other factors include the weather, an early Easter and Lent, and increased production of manufacturing retailers.

Overbuying in November and December is reflected now, some feel. Inability to ship boxed chocolates as early as usual because of the abnormally warm weather in September and October, coupled with climbing prices of cocoa when shipping could be done, precipitated a stampede for some candies.

Most manufacturing retailers a year ago, says William D. Blatner, secretary of the Associated Retail Confectioners Ass'n of the U. S., could only make enough candy to keep their shops open three or four hours a day. Persons who couldn't buy during these hours bought their candy at other types of outlets open all day. Manufacturing retailers are now open all day and have plenty of candy.

"Pipe lines for candy are full now, too," states Mr. Blatner. "So when there's any back up in consumer demand, it's quickly reflected at the manufacturing level.

This changing sales picture indicates the confectionery industry—along with many others in the nation—at long last faces the long-heralded buyer's market. The billion dollar industry potential—also long awaited—appears less easy. As an editorial in *Mason Mint*, house organ of Mason, Au & Magenheimer Conf. Mfg. Co., points out: "We're not going to reach our goal by saying 'to hell with it'—or by sitting on our hands—or by cutting prices! We've got to get to work."



How would you make a good cup of coffee flavor?

Would you buy the finest beverage coffee, measure and brew it with the greatest care? If so, you'd have a good cup of coffee—but you wouldn't begin to have a good coffee *flavor* . . . If you could do as *we* do—buy select types of green beans, blend and roast them yourself, then process them according to a precise and intricate formula for brewing and concentration—you would have American Food's superb-and-beyond-compare coffee candy flavor. . . .Though our methods would be entirely different, we'd have the same result in mind: real cup-of-coffee flavor—yours in the cup, ours *in the candy*. American Food Laboratories, Inc., 860 Atlantic Ave., Brooklyn 17, N. Y.

CORN AND CONTROLLED

AMERICAN FOOD'S

100% PURE COFFEE PASTE

Pro-Tan

The NEW, Economical
Efficient Replacement
for Egg Albumen





WITH the advent of scientifically-achieved, economical PRO-TAN, candy manufacturers need no longer be concerned with egg powders. In a number of America's best-known candy plants, PRO-TAN has already proved that albumens other than egg-derivatives may be used in the production of outstanding candies at lower cost! Through scientific blending of proteins and an exclusive tanning process, PRO-TAN emerges as an extremely original and remarkably inexpensive modified albumen. The end result of this special process is *protein stabilization, not merely the stabilization of added moisture!* PRO-TAN contains no added carbohydrates (gums, starch, etc.) or gelatin, which might produce only a moisture stabilization.

You will find PRO-TAN a pre-eminent inexpensive, pound-for-pound replacement for egg albumen. Tests in your batches will quickly prove PRO-TAN'S ease in handling, and produce candy of outstanding quality and remarkably long shelf-life.

Write our service department NOW for PRO-TAN test samples.



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